

DIRECT FROM
FACTORY
TO YOU



FREIGHT PREPAID

Here's Jim Brown

with a Load of Summer and Fall Bargains
**Fencing, Gates, Steel Posts,
Ready-Roofing and Paint**

The **BROWN FENCE and WIRE COMPANY**
CLEVELAND OHIO

My *after Harvest* Sale

I'll Save You Big Money on Fencing.

Compare My Prices and Quality

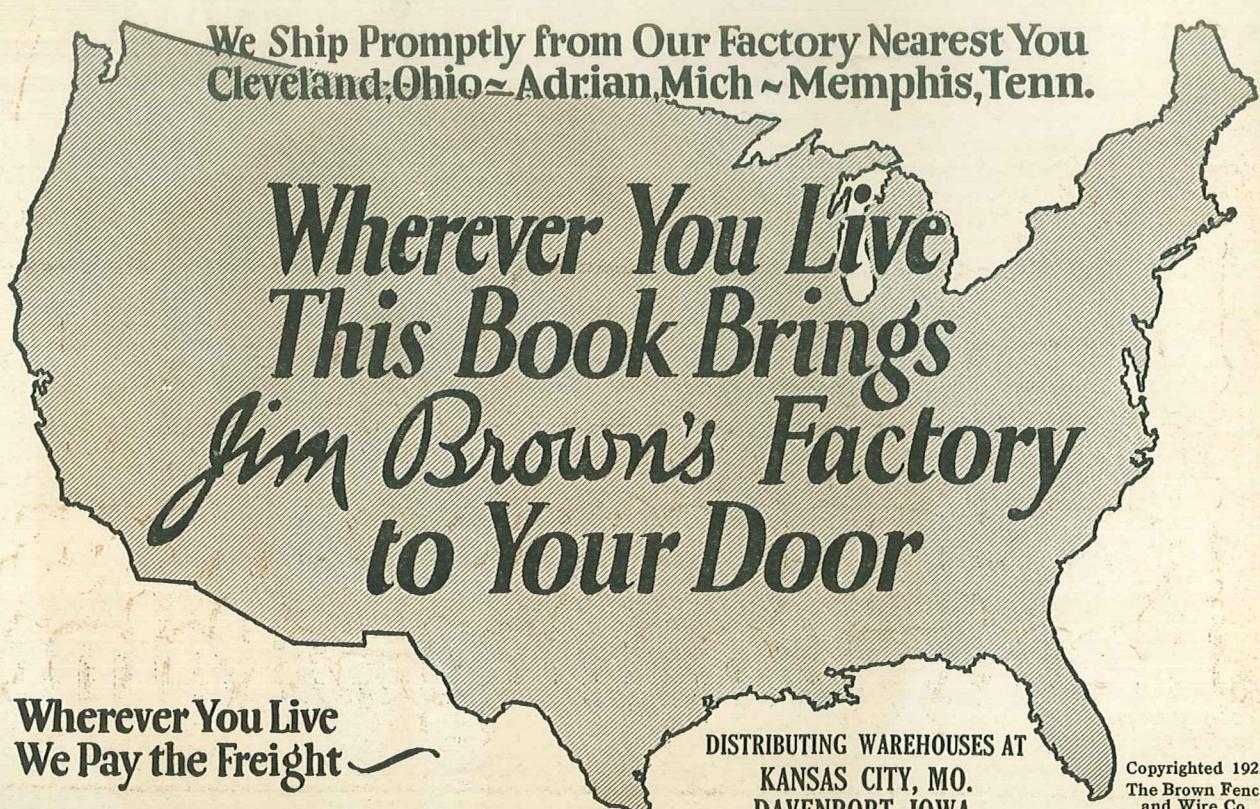
Here is my After Harvest catalog. I know you will find it interesting because of the remarkably low prices quoted for the well known high quality of Brown products.

Every year, during the summer months when farmers are busy and are not buying much in the way of fencing, gates, etc., I keep my factories busy just the same because I don't want to throw a lot of people out of work, and because it gives me a chance to offer special values to my customers. I know that at this time of the year a great many of my customers who are especially careful to get the biggest bargains possible look through catalogs like

this and pick out the things that they may need a little later, for if they don't need them now, they stock up because they can see for themselves how big the savings are.

I have a number of surprises in this book, and my personal advice to you is that you look through it and compare my prices with what is offered elsewhere. You know my quality—I don't have to say much about that—and remember I pay the freight on 30 rods of fencing or more wherever you live, and ship promptly from our factory nearest you, from Cleveland, Ohio; Adrian, Michigan; or Memphis, Tennessee.

We Ship Promptly from Our Factory Nearest You
Cleveland, Ohio ~ Adrian, Mich ~ Memphis, Tenn.



Wherever You Live
This Book Brings
Jim Brown's Factory
to Your Door

Wherever You Live
We Pay the Freight

DISTRIBUTING WAREHOUSES AT
KANSAS CITY, MO.
DAVENPORT, IOWA

Copyrighted 1922
The Brown Fence
and Wire Co.

ADDRESS ALL MAIL TO CLEVELAND, OHIO

IS Now Going On

Gates, Steel Posts, Roofing and Paint

Buy Now For All Your Needs

In view of the extremely low prices quoted in this catalog, I hope you will take advantage of this opportunity and buy now for all your needs. We can afford to give you these low prices right at harvest time or after harvest time because we are not so rushed with orders, and can handle them to better advantage now than we can when everybody is buying at the same time. While, of course, we always aim to ship promptly we can do so now better than we can later.

We are stocked right to the doors with brand new gates, steel posts, roofing and paint, and have a lot of new barb wire on hand, and will be ready to ship the minute we get your order. Take a few minutes now to go through this catalog carefully. Make a note of all your needs now and of all the things you will need during the winter. It is a lot better for you to order now because you have what you want exactly when you want it, and, I assure you, at prices that will save you money.

You can take my word for it, if you buy your needs from this catalog at the prices shown here you will save money because, in the face of advancing cost of raw material, we have made some very radical reductions in price.

More Good News

My friends in the South and Southwest will be glad to learn that my big factory at Memphis, Tennessee, is now complete and in full operation, so that I am able, better than ever before, to ship promptly and make quick delivery

to wherever you may live. With my big factories at Cleveland, Ohio, Adrian, Michigan, Memphis, Tennessee, and my distributing warehouses at Kansas City, Missouri, and Davenport, Iowa, I am in position to lay down my products, wherever you live, quickly and at lowest prices.

My Appreciation

I want to thank you at this time for having favored me with your orders before, and can assure you that I appreciate them, and am trying to show you by continued low prices, better service and higher quality how much I appreciate your help in building up the biggest direct from factory business of this kind in the world.

I'll treat
you fair
and square

Here's
my Hand
on it.

Jim Brown



ADDRESS ALL MAIL TO CLEVELAND, OHIO

CHARTER NUMBER 7
 JOHN SHERWIN, President
 THOS. H. WILSON, Vice President
 A. B. MARSHALL, Vice President
 J. H. KRAUS, Vice President
 CHARLES E. FARNWORTH, Cashier
 CAPITAL \$2,500,000
 FIRST NATIONAL BANK
 SURPLUS \$1,300,000!!
 JOHN H. GEARY, Asst. Cashier
 JOHN H. CASWELL, Asst. Cashier
 HORACE R. SANDORN, Asst. Cashier
 B. A. BRUCE, Asst. Cashier
 LUCILO AVENUE
 CLEVELAND

December 14, 1921.

The Brown Fence and Wire Co.,
 City.

Dear Sir:

We are in receipt of your request of the 17th inst. asking our permission to refer to this bank as to the character, reliability and integrity of your officers, as well as the financial responsibility of your company.

We have always entertained the highest regard for yourself and your company, and it will afford us great pleasure to answer any inquiries received by us, and we will have no hesitancy in stating that we believe any orders given your company will be delivered promptly, and receive fair and honorable treatment, this policy being the keynote of your success.

Very truly yours,

J. H. Kraus
 Vice President

JHH



OFFICE OF
 THE TREASURER

ASSETS OVER SIXTY-FIVE MILLION DOLLARS
 THE CITIZENS
 SAVINGS AND TRUST CO.

CAPITAL AND SURPLUS \$8,000,000.00

CLEVELAND, O.

November 11, 1921.

J. H. WOOD, Chairman
 J. D. NUTT, President
 E. C. COOPER, Vice President
 W. H. BALDWIN, Vice President
 A. J. NORTON, Vice President
 F. J. CONNELLY, Vice President
 D. LEUTY, Vice President
 H. CORNER, Vice President
 J. D. COOPER, Vice President
 G. P. KOELLMER, Secretary
 W. J. O'NEILL, Asst. Secretary
 W. H. KIRKWOOD, Asst. Secretary
 W. H. KIRKWOOD, Asst. Secretary
 H. BROWN, Asst. Secretary
 H. BROWN, Asst. Secretary
 J. T. BOWLER, Asst. Secretary
 V. A. MCGOWAN, Asst. Secretary
 D. T. HARROLD, Asst. Secretary
 L. A. MILLER, Asst. Secretary
 W. H. WIGGINS, Auditor

To Whom It May Concern:-

We desire to bring to your favorable notice The Brown Fence & Wire Company of this city, who have been universally successful, and it is a pleasure to recommend them unqualifiedly. We believe that anyone desiring to do business with them need have no hesitancy, as the management of the Company is thoroughly honest and reliable, and the Company's policy is to cater to their customers' wants, and we feel that any guarantee which they may see fit to make they would stand back of.

Very truly yours,

P. Williams
 Treasurer.

O. K'd by the Banks

As evidence of our financial responsibility and integrity, we submit these letters from Cleveland's four largest banks who have known us and have had dealings with us for a great many years.

You may also ask your banker to look up our rating in Dun's or Bradstreet's Commercial Books.

You will find that we are thoroughly trustworthy and you need have no hesitancy in dealing with us.



The Cleveland Trust Company

CAPITAL AND SURPLUS \$5,000,000.00
 F. M. COFF, President
 ER PERRIN, Vice President
 A. R. HORN, Vice President
 P. T. HORN, Vice President
 H. K. HOHO, Treasurer
 H. K. HOHO, Asst. Treasurer
 ALL ASBMOUS, Asst. Treas.
 E. L. MASON, Asst. Treas.
 CLEVELAND, O. Nov 15, 1921.

To Whom It May Concern:-

The Brown Fence & Wire Company, to whom this letter is given, has been engaged in the manufacture of wire fencing in this city for a number of years and has been a valuable customer of this company.

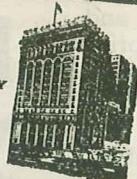
We consider that the gentlemen managing the company are of good standing and business ability and we believe that any one desiring to do business with them may feel assured of fair and satisfactory treatment.

Very truly yours,
H. B. King
 Treasurer.

B.

THE GUARDIAN SAVINGS AND TRUST COMPANY

CAPITAL AND SURPLUS
 SIX MILLION DOLLARS



MEMBER FEDERAL
 RESERVE SYSTEM

CLEVELAND, O. Oct 28, 1921.

To Whom It May Concern:
 When we think of wire fences we think of The Brown Fence and Wire Company of this City. This Company is one of the largest and best known manufacturers of wire fences in this part of the Country and their product is one of which Cleveland can justly feel proud. We are pleased to have them as valued customers of this bank and we know them to be men of high business standing and integrity and in whose business ability and fair treatment we have every confidence and we believe that any statements that they may make may be relied upon.

Yours very truly,

M. D. Dean
 Vice President.

WRG:MS

Jim Brown Born and Raised on a Farm—His Name is Known all Over the Country

JIM BROWN dreamed of making better Fences, Gates and Steel Posts than the farmer had ever known. He made his dream come true. The Amount of Fence that he has made and sold would circle the globe 18 times. And his 600,000 customers would fill a large city if they stood in one spot.

I DON'T like to talk about myself, but it's human nature to want to know what kind of a man you are thinking of trading with—who he is. Right here I am going to tell you all that you want to know—and are entitled to know—about myself.

I know ALL about stone fences, rail fences, and makeshift fences because I used to help my father and our neighbors build them when I was a boy on my father's farm. I've ploughed corn and hoed potatoes—I've done my full share of chores—I've planted and I've harvested. Believe me, I know all of the cares and the worries that a farmer has because I've been through them many times. In fact, you and I both know that farming isn't anywhere nearly as hard drudgery as it was twenty or thirty years ago. And I guess that you older farmers will agree with me that it is a mighty good thing that the young farmers of today haven't had to go through the School-Of-Hard-Knocks that we older farmers had to graduate from.

When I was on a farm we didn't have much time for schooling, neither did we have the schools that we have today. But I learned one thing as a farmer's boy, to which I attribute the amazing success of the Brown Fence, Gate and Steel Post business. I learned the farmer's point of view, and I learned what the farmer wanted and required.

MORE than half a million people have bought over 125 MILLION rods of Brown Fence. That means a straight unbroken line over 450,000 miles long! If the Brown Fence that is

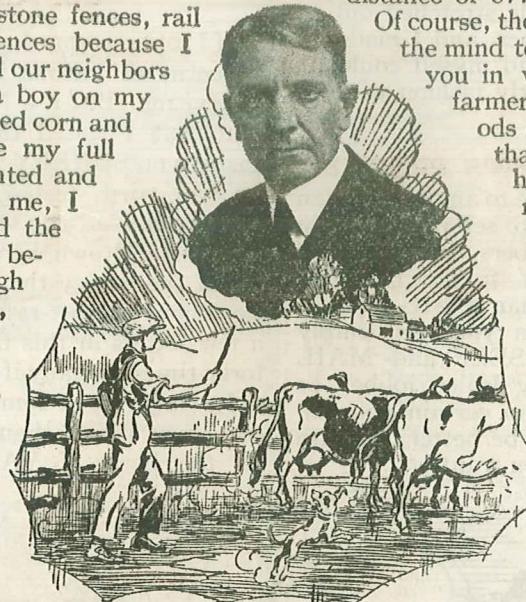
in use were placed together it would circle the earth EIGHTEEN TIMES. And there would still be enough left over to stretch from New York to San Francisco, Cal. Stretched out it would almost reach to the moon and back, a distance of 577,000 miles!

Of course, these figures are too much for the mind to grasp. But they will show you in what a wonderful way my farmer friends appreciate my methods of selling them only the best that their money can buy—honest materials—honestly made—honest business dealings clear through. You know—as well as I—that the farmer is a very careful buyer. He knows values—he knows what he wants—he knows when he has been treated "on the level and the square." And when farmers buy 125 MILLION rods of ONE MAKE of fence—then sit down and write the most remarkable human letters anyone could ever receive, all

praising the fence and telling that they got the squarest kind of a square deal, you can bet your whole corn crop that they are perfectly satisfied in EVERY particular. That when they want more fence they won't even look anywhere else than Brown's, because they KNOW that it is the cheapest and best fence on the market—the only fence that any thoughtful farmer who weighs values very carefully will buy.

How I came to Manufacture Brown Fence.

Thirty-five years ago I made up my mind that I wanted to know all about the fence and wire business. So I started in to sell fence and wire



"on the road." And I learned a lot of things that didn't go with me.

I saw how salesmen's commissions and expenses were added to the PRICE of the fence and did not add to the QUALITY of the fence. When I worked right in a fence factory, I saw a lot of wasteful methods that opened my eyes in astonishment, but made me understand why fence prices were high and what made the quality so poor. When I became a dealer myself, selling fence to the farmers, I learned that the dealer MUST make a good profit to keep himself alive. After I became a jobber selling fences to dealers, I learned what big profits the jobber must make to keep going. Yet NOT ONE of these profits added an ounce to the quality. It was simply a case of everyone who handled the fence had to be paid for handling it. It was priced fair enough when it left the factory, but so many people handled it before it finally got to the farmer that the profits of these people jumped the farmer's price sky-high. I wasn't satisfied to treat the farmer that way, so I determined to manufacture a fence myself and to sell it DIRECT TO THE FARMERS. I was simply sick of all the hands stretched out to make money out of the farmer, and I made up my mind that the farmer and myself could do business together in neighborly fashion without the aid of anyone.

YOU SAVE MIDDLEMEN'S PROFITS

I wouldn't sell a rod of fence to any middleman if I knew that he was going to sell it over again to a farmer. Dealers, jobbers, salesmen are absolutely UNNECESSARY to my business. Why should you pay any man a BIG PRICE to get fence for you, when you can simply make out an order YOURSELF and MAIL it to me. That's all that any dealer, jobber, or salesman would do, and I am certain you can do it as well as he can—maybe better, because you know exactly WHAT you want.

Selling direct to the farmer from my factory made a hit right at the start. That's the secret of the enormous total of over 125 MILLION rods of Brown Fence that have been sold. And because such a huge quantity is sold every day of the year is why I can keep the price cut to the bone. I never fear competition where the farmer KNOWS quality and

value. A salesman can make all of the pretty arguments that he wants to, but I KNOW that when the farmer considers the BIG VALUE that I give him he isn't going to let ANYONE talk him out of getting Brown Fence, Gates and Steel Posts.

SMALL PROFITS BUT BIG SALES

We do a business that is the largest of its kind in the country. Our big factories turn out fence day and night to keep up with the orders. We have EVERY scientific economy known. Every leak is plugged—stopped tight. "Overhead" expenses are watched like a hawk and kept low. Our employees have steady work at good pay—they are happy and contented—and we have never had a strike or disagreement in our factories. This all helps to give you a better fence.

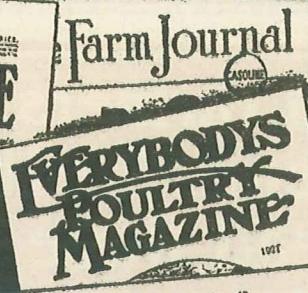
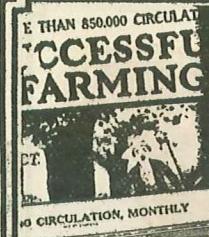
BE SURE TO READ WHAT CUSTOMERS SAY

If I told you that I raised the sweetest oranges, or corn, or melons in the world, you might believe me. But if a NEIGHBOR of yours told you that I raised the sweetest corn he ever tasted you SURELY would believe him because he had tried, tested and KNEW it to be a FACT. I want you to read what your neighbors say about Brown Fence. Read what they say about the money they saved. Read what they say about its rust-resisting qualities. I've only a few letters in this book, but I can show you forty times as many if you care to see them.

I want you to remember that Brown Fence costs you LESS than any other—if you figure on the basis of VALUE. I want you to

remember my guarantee that you will find in the back of this book. My guarantee is that if after Brown Fence is delivered to you you feel dissatisfied in any way—with the price or the quality—at any time—don't hesitate to write me and I surely will immediately adjust your claims. I want you to know that I myself stand back of EVERY rod of Brown Fence.





O. K.'d by the Publishers

We advertise regularly in more than 125 publications scattered throughout the country. Practically all of them guarantee their readers against loss through any advertisement appearing in their columns. The fact that they solicit and gladly accept our advertising is ample proof that we treat our customers fairly and squarely. Below, you will find a few of the many appreciations sent to us by the publishers of America's greatest Farmers' Publications.

From "Farm, Stock and Home"

Gentlemen:—"We take great pleasure in stating that you have been a user of the columns of the 'Farm, Stock and Home' for a great many years, and both your goods and business methods must have been satisfactory to all of our subscribers who did business with you, for we have never had a complaint on either account."

From "Farm Journal"

Gentlemen:—"It gives us pleasure to say that our business relations with you for the past eleven years, during which time you have advertised with us, have been entirely satisfactory. We presume you have received your full share of business from 'Farm Journal' readers, and this business has been conducted to the satisfaction of our readers and ourselves alike."

From "American Poultry Advocate"

Gentlemen:—"You have advertised with us for several years and during all that time we have never had any complaints from our subscribers, which goes to show that you must treat them right and give satisfaction. We have always considered your concern to be re-

liable and responsible, and that our subscribers would save money by buying direct of the manufacturer instead of through the dealer."

From "Successful Farming"

Gentlemen:—"The records of our complaint book bear evidence by the absence of entries against you that our readers are satisfied with your treatment, and the very fact that we carry your advertising is evidence that we ourselves believe in your honesty, as we couldn't afford to guarantee anybody who wasn't honest. Our experience has been that if any advertiser fails in any way to give a square deal to our subscribers we hear of it very promptly, for our readers rely strictly on our guarantee."

From "Southern Ruralist"

Gentlemen:—"We wish to say that during the past number of years we have carried your advertising we have not received a complaint as to the dealing with our subscribers. Your advertising has been good, clean copy and such as we have taken no hesitancy in using in our columns. Wishing you continued success."



600,000 Farmers Have Bought Brown Fence. Are They Satisfied? Read These Letters

Writing letters is hard work for most of us. My customers must be mighty well satisfied with their purchase to write such letters as these and the thousands of others that I have about Brown Fence, Gates and Steel Posts.

A FARMER is always glad to save money. But when he saves money and gets finer quality, better service, longer wear in the bargain he is sure to be well pleased all through. He likes to talk about his bargain. He wants every one to know how pleased he is with his purchase. And if he isn't pleased he is just as quick to talk the other way, too.

So reading the mail every morning is a great big pleasure to me. Because EVERY morning the postman leaves a lot of fine letters from customers praising Brown Fence, Gates and Steel Posts—our methods of doing business—and clearly showing that every one of our customers is a

satisfied one. Here and there come new orders for more Brown Fence from old customers—farmers who stick to Brown Fence every time because they have seen that the sturdy wear it has given can only come because of its sterling honest quality.

I suppose every manufacturer gets a few letters during a year from customers here, there, and scattered all over. But when such letters keep coming in to me each business day, you can bet your farm that farmers don't write letters UNLESS they are warmed up to it because Brown Fence is positively the best they ever bought.

Now, let Brown Fence customers talk to you. Read every word of these letters and draw your own conclusions.

Just a Few of the Thousands of Letters I Get

Fairmount, Ill.

Gentlemen:

Received my shipment of 120 rods of fence a few days ago, and was more than pleased to get it.

I have used Brown's fence for eight or ten years and have been well pleased with every rod of it. I am ready to recommend it to any of my friends.

Yours, DAVID THOMAS,
R. R. No. 1, Box 49.

ALL
O. K.
SAVED
\$60.00

Boulder, Colorado

Gentlemen:

Received my shipment of wire and gates all O. K. and am well pleased with the order. Expect to send for another shipment in the near future.

I figure that I SAVED ABOUT \$60.00 on the same according to the merchants' prices here.

Yours truly, NATHAN LEGGETT.

Bristol, Va.,
313 Oaks St.

Gentlemen:

I am placing an order today for 340 rods of fence and some barb wire and staples. I bought 80 rods of your fence three years ago and it has given perfect satisfaction. I have about three other makes of fence on my farm and I see nothing that stands as well as Brown Fence.

Respectfully yours, W. S. HUTTON.

Oxford, Pa.

Gentlemen:

This is my fifth order for fences or gates to you in the past three years and will say that in each order everything has been perfectly satisfactory. The gates have been very much admired, especially the self-raising gates.

Very truly yours, E. STANLEY GRIER.

Tallahassee, Fla.

Gentlemen:

I have used your fence a long time and am well pleased with it. It gives good service and the first fence I bought of you about twelve years ago is in good shape yet.

Yours truly, J. T. HARTSFIELD.

Pavilion, N. Y.

Gentlemen:

I got a shipment of your fencing about four years ago and connected it to another new fence made by another company. While the Brown Fence is standing entirely free from rust, this other fence is easily half covered with rust, so you see I do not have to make the test.

T. A. SPRUNG.

Camden, Tenn.,
Star Route.

I have received the wire fence I ordered from you and expect to send you another order for 500 rods next Fall, as you have saved me 10c a rod. I am more than pleased with the fence you shipped me.

J. E. JOHNSON.

Calhoun City, Mass.

Gentlemen:

I have been erecting Brown Fence and have come to the conclusion that it is the best wire that I have ever tried. I have three other different kinds of fence on my place and I find yours much easier to build and that your wire is just as your recommend it to be.

J. E. SIMPSON.

Custer, Ills.

Gentlemen:

Please find check enclosed for \$63.88. I have been a customer of the Brown Fence Co. for some time, having placed my first order twelve years ago and have used nothing else in that time. I recommend it to all my neighbors, quite a number having bought of you. The Brown Fence is the best and cheapest fence a man can buy, is my decision after having used it twelve years.

Yours truly, JOHN W. SIMPSON.

BOTH
FENCE
AND
GATES
SATIS-
FACTOR

Hooperston, Ill.

Gentlemen:

I received my Poultry fence in good order and have it up. It sure looks good and I am well pleased. I couldn't have got as good fence here for twice the price I paid.

When I get ready for more fence, Brown will get my order and I am a Booster for Brown Fence.

Yours truly, ROY HUNTER.

AGE
DOESN'T
AFFECT
BROWN
FENCE

Hall City, Fla.

Gentlemen:

I have been using some of your fence six years here in Florida in this salt air, which rusts out ordinary fence in four to five years, and it is holding good yet. Don't know how much longer it will last as the galvanizing is still O. K.

W. H. FOOTE.

READ
THIS
DROPO

Lowell, Ohio.

Gentlemen:

I don't need to test your fence as I know what it is. This is the third time I have ordered fencing and have used no other kind. I have some put up for seven years and it is not rusted yet.

Yours truly, A. H. DOEBERSEINER.

EXACTLY
AS
RECOM-
MENDED

SALT
AIR
DOESN'T
RUST
BROWN
FENCE

WON'T
USE ANY
OTHER
FENCE

**SAVES
12 CENTS
A ROD**

Gentlemen:

Bentonia, Miss.
You will find enclosed, check for \$63.65, for which send me fencing as per order enclosed. I have compared prices and find that you saved me nearly 12 cents per rod.

J. L. SIBLEY.

A very large percentage of our business comes from folks who have purchased Brown Fence before. For example—Wm. H. Smith, of Ransom, Ill., writes:

"I have 300 rods of your fence and will send you an order for some more soon. That is why I sent for your catalogue. Your fence is strong and durable and well galvanized and, in fact, is the best fence I ever saw."

That isn't an exceptional case. A good many letters just like it come to my desk every day. W. D. White, of Dayton, Pa., says:

"No one can tell me anything about the Brown Fence. I know all I want to know, and it is the best wire fence I ever saw. I already have 260 rods and want to order more. Please send catalogue. There is nothing on my farm that can get through a Brown Fence."

From Madison, Virginia, comes this letter signed by E. A. Clore, another one of my valued customers:

"I have some of your fence on my place that has been up for three years, and it looks as bright as the new fence you see for sale at the hardware stores. Please send me your latest catalogue and prices, as I wish to send you an order."

But that's only the beginning of the evidence. J. E. Billups, an old soldier, way down in Kellyton, Ala., says he has been using Brown Fence for about five years, it's O. K. in every respect, and wants some rabbit and chicken fence.

Howard Pullman, of Adams, Ill., has 400 rods of Brown Fence and "will want 80 rods more this spring." Zach Savage, also down in Alabama, in the good town of Fayette, has 100 rods up and now wants two or three hundred more.

E. R. Gilson, of Bedford, Pa., writes the following interesting letter. Read it.

"We have already put up 400 rods of your wire fence and are ordering 220 rods again today. Your fence is the grandest fence, as what we put up over eight years ago is just as good as new and a great deal better than other fences put up more recently in this neighborhood."

I could go on and on, telling you about hundreds of others who were so pleased with Brown Fence that they are constantly buying more of it to replace all other makes as fast as they rust out—and they must be rusting out pretty fast, judging from what they tell us. Mr. E. S. Lovell, Newton, Conn., writes:

"**OTHERS
ALL
COVERED
WITH
RUST**
The fence I bought from you does not show any rust and think it will stand O. K. I have miles of other wire completely covered with rust and will soon be worthless."

And here's a mighty pleasing letter from John Bruce, Cauthron, Ark. He says:

"**140 RODS
UP
7 YEARS,
NO RUST**
The 140 rods of fence you shipped me seven years ago is as nice and bright today, with no sign of rust on it. It is the best fence in these parts. I put up another make of fence about the same time I did yours, and it is very nearly ruined by rust. The Brown Fence is by far the best fence put up in this locality."

Walter S. Ruff also has a few words to say—words that should prove to you why our business is showing such splendid growth from year to year.

"**BETTER
AND
CHEAPER
THAN 3
OTHERS**
Enclosed please find order for 50 rods of style No. 835 fence. This will make 270 rods that I will have on my farm, and as I have three other makes of fences, I know that your fence is not only cheaper, but is the best that we can get for the purpose."

Down in Saulsville, W. Va., Robert Cozark wrote the following letter. Thanks, Mr. Cozark. I'm glad you like Brown Fence.

"**HEAVIER
THAN
NEIGH-
BOR'S
FENCE**
The Brown Fence I bought from you is the best fence I ever saw. Nothing can go through it, and it stands up under all conditions. My fence cost me much less than the fence my neighbor put up of another make, and I find my fence is very much heavier. Thanking you for your honest treatment."

After all, the test of a fence is its durability. No matter what price you pay, you make a poor bargain when you buy poor fence. The cost shouldn't be judged by the first price. It's quality that counts—not only in fence, but in everything. A good cow may cost \$100 or more, but she's a better bargain than the scrub that costs \$25.

Quality is the main thing. It costs just as much to stretch a poor fence as a good one—costs more for posts and staples. You've also got to keep repairing a poor fence year after year. And then think of the worry it means—worry about your stock breaking through, and so on.

That's why I say quality is the main thing. Get a fence that will last. Get one that will make you glad to write a letter like this:

"**10 YEARS
SERVICE
NO RUST**
I ordered woven wire fence from you ten years ago and it has proven better than I expected. After ten years' use there is not a speck of rust on it, and you will soon receive another order from me."

South New Lyme, Ohio.

W. C. Yowell.

That's the kind of a fence you want. "Not a speck of rust on it." "I've got a bunch of letters like that. My customers seem just as pleased as they can be." Read what John G. Shoemaker, St. Paul, Minn., writes:

"**ANOTHER
10 YEAR
CUS-
TOMED**
My father, S. P. Shoemaker, put up some of your wire fence about ten years ago, and it is just as good now as it was then, and it was a 'dandy.' So just as soon as I get things in shape, I will send you my order, because I know just what I can expect in buying fencing from you."

I have shown you how my customers order Brown Fence whenever they need fencing. I have reprinted letters, which tell how much longer than others Brown Fence lasts. You have read of the durability of Brown Fence—why neighbors order it after seeing it on someone else's farm.

Now I'm going to show you what they say about our prices. Mind you, price comes last. Be sure you look at a quality fence first—then think about the price. That's the way to buy. Get what you want at the lowest price.

"**SAVED 5
CENTS A
ROD**
I put up the 40 rods of fence I bought from you, and found it full 40 rods. It stretches up perfectly and makes a splendid fence. The stretchers I purchased at the same time are just as good as your fencing. I saved 5¢ a rod by ordering from you, and have a better fence than I could buy here. I am sending you another order for 200 rods."

Cobden, Ill.

"**SAVED 9
CENTS
A ROD**
I have just put up the fence I ordered from you. It stretches up in good shape. The same fence would have cost me 9¢ a rod more here if I bought it from the local dealer. I am well pleased with the fence and you will receive more orders from my neighbors."

Rt. 28, Central, Ill.

Jasper A. Irvine.

"**WILL
REMEM-
BER
US AGAIN**
The poultry and field fence I bought of you is the best that I ever saw. I am satisfied that your prices are several cents a rod less than other fencing not as good as yours. I know your galvanizing is first class and that is the main thing. I have found you honorable and upright, and will remember you again."

Chilo, Ohio.

E. E. Cline.

Draw Your Own Conclusions

There is nothing more that I can add. Wherever you live, wherever you travel, you'll find the same good opinion of Brown Fence. I ask for your order on the strength of what my fence has done for others. I guarantee it to please you. My quality is right. If my prices are right—and I know they are, if you consider quality, there's no reason why I cannot serve you to best advantage.

Send me your order for any Brown Fence or Gates. I promise personal attention, prompt shipment, freight prepaid on 30 rods or more, and lasting satisfaction. Here is my hand on it.

JIM BROWN, President.

PAGE 7

Freight Prepaid Means That We Pay the Freight—F.O.B. Means You Do All the Paying

WE pay the freight on every order for 30 or more rods of Brown Fence for the following good reasons:

It makes the prices quoted in this catalog absolutely final to you. You don't have to figure what the freight will be. You have an actual price to compare with the dealers' price. You know, to a penny, just what Brown Fence will cost you. You can see right off, at a glance, whether or not you save money by buying direct from Brown's factory.

Because of all this, we are certainly justified in warning you whenever you look over other fence catalogs, to note carefully whether or not the freight is prepaid or whether you must pay the freight when your fence arrives. It means a great deal of difference in the price you ultimately pay.

The "Joker"—F. O. B. Prices

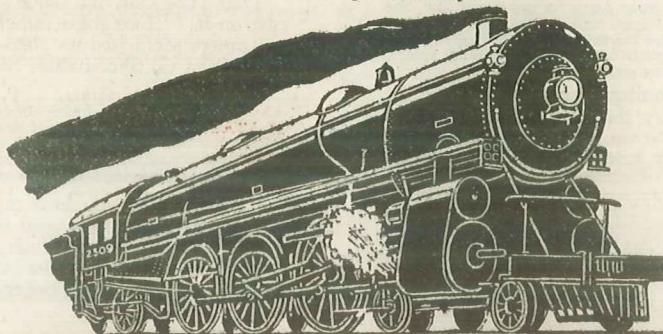
In some fence catalogs you find the price quoted "F. O. B." factory. This means you pay the freight from the place of shipment to your nearest station.

Now, because these manufacturers don't pay the freight, the prices in their catalog sometimes seem lower than they are. But if you add the freight charges which you pay, you would see at a glance that their true prices, at your nearest railroad station, are much higher than the catalog would lead you to believe.

The sensible thing for you to do, if you want to buy at the best prices, is simply this: Before you buy a rod of fence from a manufacturer who quotes "F. O. B." prices, find out what his prices amount to with the freight bill added. Then compare that price with what Brown asks for fence, freight prepaid on 30 rods or more.

We employ a rate expert, one of the best in Ohio, here to guard our interests, since we and not you, pay the freight. For this reason your fence is shipped by the shortest and quickest route, prepaid. The only reason, as I see it, for not prepaying the freight is to make prices seem lower than they actually are!

To show you how "F. O. B." factory prices are often misunderstood by fence buyers, read this letter from Mr. H. H. Jackson, of R.F.D. No. 6, Gallatin, Tenn. Mr. Jackson says:



JIM BROWN Pays the Freight

"I was induced to send my first order toFence Company, on the ground that it was just as good as Brown Fence and a little cheaper. I find, after I paid the freight, my fence cost me 4 cents a rod more. I will not be fooled again—you will certainly get my next order. There is a vast difference in a freight-paid proposition, as I have found out."

Why People Don't Want to Bother About Freight Charges

The routing of freight and the figuring of rates requires an expert knowledge of railroading. Many shipments go over two or more roads, and a man must be an expert to know which route is the cheapest and fastest.

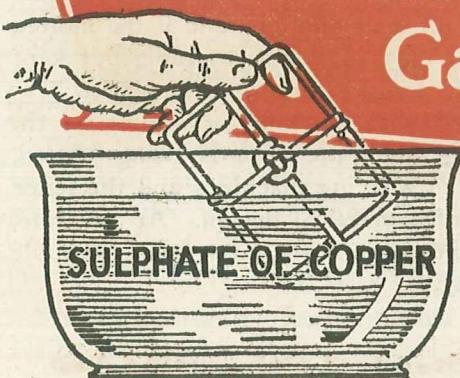
Often the shipment must be transferred from one road to another, and in many cases the freight charges are accidentally doubled in this way.

The 28th Annual Report of the Interstate Commerce Commission shows that during one year alone, exactly 685,215 claims for overcharge were presented to the railroad companies.

The 29th Annual Report of the Interstate Commerce Commission shows that during 1914 the amazing total of 1,287,848 claims for overcharge in freight rates were filed with the railroad companies.

Now, because only very large shippers of freight employ traffic experts—tens of thousands of overcharge claims are never brought before the railroad companies for adjustment. In other words, while over a million claims were presented to the railroad companies for adjustment of overcharges, there are millions of other overcharge cases which were never brought to the attention of the railroad companies simply because the man who paid the freight did not know he was overcharged! In view of this you can readily understand and appreciate the advantages and importance to you of having your fence shipped to you freight prepaid!

The Whole Truth About Galvanizing



You have a right to know the inside facts about galvanizing; this page and the two following will open your eyes to the reasons why some fences begin to rust almost before you get them up—and why Brown Fence has such a record for long life!

ANY watch case that has received a cheap washing of gold is called by some unscrupulous manufacturers, a gold watch.

Practically the same thing happens in the fence business. When a manufacturer gives his fence a very thin coating of galvanizing and calls his fence "rust-proof," he is just as unscrupulous as the plated-watch-case manufacturer who claims "gold" for his wares.

As you know, the object of galvanizing is to keep air and moisture from getting to the wire itself.

The thicker the coat of galvanizing, the longer it will protect the wire against moisture and consequently against rusting.

Now bear this in mind; most fences vary widely in the amount of galvanizing material placed on the wire.

Let me explain this a little more thoroughly.

The Ordinary Process

The common practice used in galvanizing commercial fence wire is, first to thoroughly clean the wire from dirt, scale, etc., with diluted acid. The wire is then run, single strand, through a vessel of molten zinc, 14 feet long, at a speed of 80 feet per minute, and then through asbestos wipers.

The object of the wipers is to remove all excess zinc and leave the coating smooth. The proportion of zinc coating, or galvanizing material, to the weight of wire used will in some makes, often run as low as 1 to 1½ per cent. That is to say, 20 to 30 pounds of zinc (net) used to the ton of wire. This however, varies according to the size of the wire;

the smaller the size, the more zinc is required, owing to the increased amount of square feet surface to be covered.

Taking an average size wire, the amount of zinc coating put on galvanized wire by progressive manufacturers who are anxious and willing to better the quality of their product, will run as high as 3½ to 4½ per cent, or 70 to 90 pounds of zinc to the ton of wire.

The Telephone Wire Process

A very much heavier coat, in fact, about twice as much zinc by weight, can be put on wire by the process used in the galvanizing of telephone and telegraph wires, which is known as the "double galvanizing process."

In this double process the wire is drawn very slowly through a vessel of molten zinc, 14 feet long—the speed being only about 15 feet per minute, and is not wiped as closely as common commercial fence wire.

From this it will be readily seen that to increase the weight and thickness of zinc coating on the wire, it is only necessary to have the wire remain in the molten zinc bath a longer period of time, so as to take on more zinc and arrange the wiping process, so that the wire is wiped uniformly smooth, yet not too close.

The "Double Galvanizing Wire" Process

As stated before, the vessel commonly known as the "galvanizing pan," which contains the molten zinc, through which the wire passes when being galvanized, is about 14 feet long, which length for a number of

years past has been considered standard. In order, however, to improve the quality of our galvanized wire, we have made these pans double the length, or 28 feet long instead of 14 feet, as formerly used. The wire, when being drawn through the longer pan at a reduced speed, naturally is immersed that much longer and comes into continuous contact with double the amount of molten zinc, and, of course, takes on and retains just that much more weight and thickness of zinc coating.

Some small fence manufacturers who buy their wire, and for that reason are not entirely familiar with its manufacture, may tell you that it is impossible to put a heavier coat of galvanizing on wire, contending that even if it were possible, the zinc would crack or peel off the wire when passing through the fence weaving machines. We reply to the first argument by referring to the U. S. Dept. of Agriculture Bulletin No. 239, page 23, which states that

What U. S. Government Say.

"A very much better covering and perhaps a more durable wire can be made by what is known as the double galvanizing process. The double process does not, as its name implies, mean that more than one coating of zinc is put on, but only that about twice as much zinc by weight, is carried by the wire."

To the second argument, we must insist the fault lies, first, in the design of their fence, and second, in the mechanical construction of their fence weaving machines and not in the thickness or weight of the galvanizing on the wire.

This is further borne out by Dr. W. H. Walker, of the Massachusetts Institute of Technology, who says:

"The important objection to placing a thick coating of zinc upon wire used for fencing is that such a coating cracks off when running through the machines. This objection applies only to those wires which are subjected to very sharp bends or turns."

If wire made from the best grade of Basic Open-Hearth Steel, low in percentage of Sulphur, Silicon, Phosphorus, Manganese and other impurities, is used and properly cleaned to remove all scale and dirt, and if the molten zinc is not only of the best grade, but kept at the right temperature, no difficulty will be encountered with cracking or scaling of the galvanizing when the wire is being woven, provided the weaving machines and the fence itself are of a practical design. At any rate, our machines have never given us any trouble in this way.

The Standard Galvanizing Test.

After all, regardless of claims, there is one sure way to know whether the fence you buy will rust itself to pieces in two or three years, or last 15 or 20 years, without needing replacements. Make the Standard Galvanizing Test explained on the next page.

The life of a fence depends on the galvanizing, and no man can tell by looking at a piece of wire, how well it is galvanized. But you can tell by making this scientific galvanizing test. As the U. S. Dept. of Agriculture says, in Bulletin No. 321:

"People have come to realize that the amount of galvanizing carried by the wire greatly affects its life and demand fencing with a heavy coating of it. The relative amount of galvanizing or spelter on a wire may be determined by testing the wire in a solution of copper sulphate."

Now, I tell you Brown Fence is double galvanized and that is why it lasts years longer than others. But I don't want you to take my mere word for it; I want you to make the standard galvanizing test, and prove it yourself, and I am delighted to pay you to make the test.

A Challenge to All Others.

The blue vitriol mentioned in this test can be secured at any drug store. Five cents' worth is enough to make the test. I have mailed you our check for 15 cents to cover the cost of the blue vitriol and for your time.

Make this standard scientific test on the sample of Brown Fence wire we have mailed you. Then make the same test with other fence wire. Secure samples of as many different fence wires as you can get hold of. Get one from the dealer, and get them from other manufacturers.

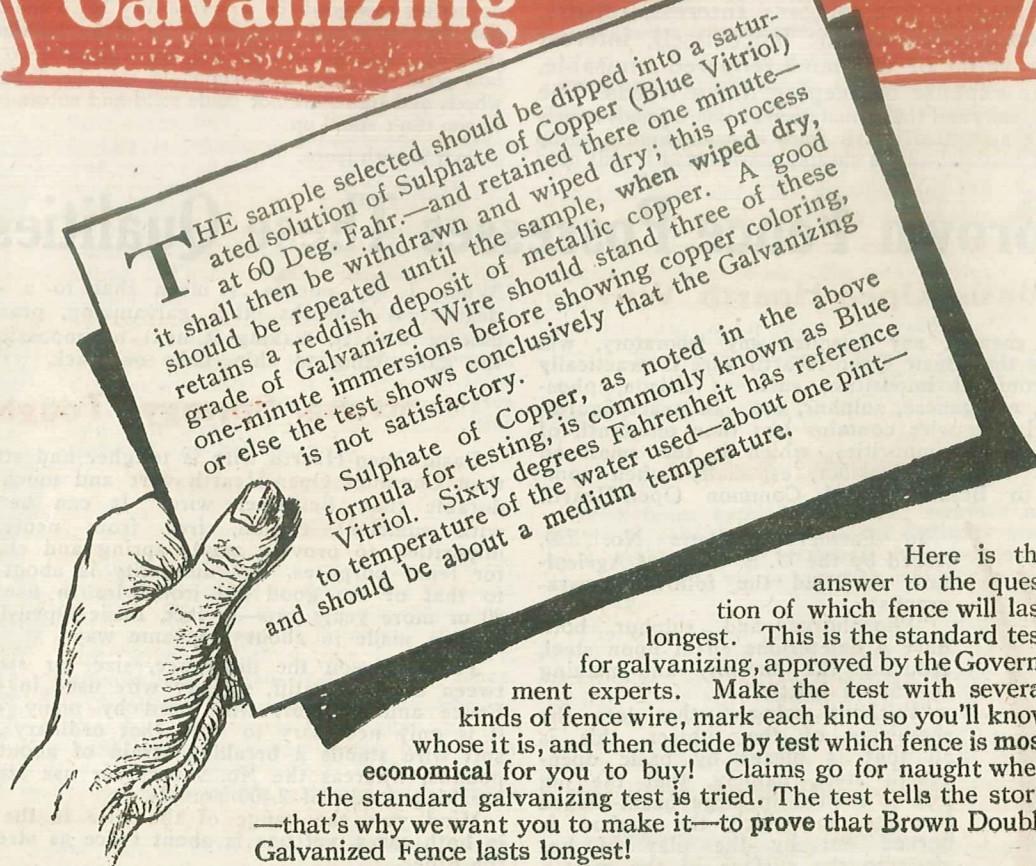
Then buy the fence that stands the test better than all others. This is the fairest, squarest offer we know how to make. It is our unqualified challenge to all other concerns making or selling fence—make the test.

We are constantly improving our manufacturing methods, and great progress has been

made during the past three years; more particularly so in our galvanizing process, and which is reflected in the extra durability and lasting qualities of Brown Fence.

It is with great pride that we offer to American farmers a fence that is galvanized so it will resist the destructive elements. In going through the country we often stop at farm houses and ask the owners about their fences. In many cases they are very dissatisfied, but never where Brown Fence was used. Why not make a little trip around among your neighbors—see what they say about Rust Quick Fences and Brown Double Galvanized Fences!

The Standard Test For Galvanizing



Here is the answer to the question of which fence will last longest. This is the standard test for galvanizing, approved by the Government experts. Make the test with several kinds of fence wire, mark each kind so you'll know whose it is, and then decide by test which fence is most economical for you to buy! Claims go for naught when the standard galvanizing test is tried. The test tells the story—that's why we want you to make it—to prove that Brown Double Galvanized Fence lasts longest!

**Brown Fence Proves Best
by Galvanizing Test**

**Brown Fence Proves Best
in Actual Service**



U.S. Dept. of Agriculture Tells the Qualities of a Good Fence

"A FARM fence," says the U. S. Dept. of Agriculture Bulletin No. 321, "should combine the two qualities of service and economy. To give satisfactory service it must be constructed so as to turn all kinds of stock, and that without injuring them. To be economical it must be built as cheaply as is consistent with durability.

"The cost of maintaining a farm fence is determined by five factors: Interest, repairs, and depreciation on the fence itself, interest on the value of the land rendered unusable, and the expense of keeping down weeds. The cost of repairs and the annual depreciation depends largely on the construction. If a fence is made from a cheap grade of material and is cheaply constructed it will need

frequent repairs and will be short lived. Such a fence will have both a high repair and a high depreciation charge, which will in most cases more than counterbalance the increased investment cost that the erection of a more substantial fence would require. If a fence is made of good materials and is properly built its repair and depreciation charges should be very low; but if the increased cost does not represent a corresponding increase in service the investment charge will be so much greater that the decrease in repair and depreciation charges will not counterbalance it." This is Uncle Sam's advice.

Nearly every farmer realizes the need for good foundation material in fencing. It's just like building a house—no matter how good the structure may be, if the foundation isn't solid and substantial the entire building may collapse. And, too, it's like building a wagon—no matter how good the paint and trimmings may be, if the axles, wheels and frame are not made solid and substantial the wagon can't stand up.

So it is with fence.

Brown Fence Possesses These Qualities

Basic Open-Hearth Wire

Any chemist, any scientist, any laboratory, will tell you that Basic Open-Hearth wire is practically free from all impurities, such as silicon, phosphorus, manganese, sulphur, etc. In exact figures, Open-Hearth wire contains less than one-tenth of one per cent impurities, which is too small an amount even to consider, especially when compared to Bessemer and Common Open-Hearth wire.

In Farmer's Bulletin No. 239, issued by the U. S. Dept. of Agriculture, we find the following paragraphs:

"Phosphorus and sulphur both have a deleterious effect upon steel, reducing the ductility and making the metal brittle."

"Without going further into the chemistry of the subject, this is all that is meant by basic open-hearth steel, namely, that the pig iron is melted in large basin-shaped furnaces, in which the carbon is burned out by the play of hot air over the surface of the molten mass, while at the same time the acid-forming impurities, such as phosphorus and silicon, are absorbed by the basic lining of the furnace."

Basic Open-Hearth wire is more porous than Bessemer or the Common Open-Hearth wire.

When I say porous, I mean that to a certain degree it absorbs the galvanizing, practically uniting with it, making it next to impossible for the galvanizing to chip, flake or crack.

Strong. Springy. Tough

Basic Open-Hearth wire is tougher and stronger than Common Open-Hearth wire and much more durable than Bessemer wire. It can be made with sufficient carbon, free from neutralizing impurities, to provide ample spring and elasticity for fence purposes. Its durability is about equal to that of the good old iron wire in use some 20 or more years ago—in fact, Basic Open-Hearth wire is made in about the same way.

To show you the difference, size for size, between the hard, stiff, springy wire used in Brown Fence and the soft wire used by many others, it is only necessary to state that ordinary No. 9 soft wire stands a breaking strain of about 1,200 pounds, whereas the No. 9 wire we use stands a breaking strain of 2,400 pounds.

Mind you, the gauge of the wire is the same in both cases, yet one is about twice as strong as the other.

The reasons others use soft wire is because the design of their fences makes necessary short, sharp bends or crimps in the wire. Tightly winding one wire around another several times make the turns very short, and nothing but a very soft wire can be bent so easily.

The One-Piece Cross Bar

Uncle Sam says, in a recent Year Book of the Department of Agriculture: "Careful observation of a large number of fences in different parts of the country shows that the vertical or stay wires in a fabricated fence almost always begin to rust before the line or bar wires. This is due in part to the fact that the cross bars or stay wires in some makes of fences are smaller in size than the line wires, and consequently carry a lighter zinc coating, and in part to the fact that the rain water running down the vertical wires makes a stronger attack on the zinc. Therefore, if the object is to purchase a fence which will last longest, instead of one whose first cost is the lowest, it is important to select a type in which the stays are as large and as heavy as the line wires."

The cross bars in Brown Fence are one solid piece from bottom to top—the same size and quality as the line wires.

Other fences, a good many of them, have wrapped cross bars. A short length is wrapped around the bottom line wire and the next wire above; another short length is wrapped to the second and third line wires, and so on, clear to the top—each short length separate and independent of the one above. That method of construction simply produces a series of hinges. If a weight were placed in the middle of the fence—all the hinges would give, and the strain is, therefore, placed on the top wire alone. If a hog roots from the bottom, again the hinges would give and the strain would be placed this time on the bottom wire.

Strain Equally Distributed

With the one-piece cross bar, or "stiff stay" fence, as it is called, the pressure is first felt on the nearest cross bars but, as they are not "hinged," they do not "give" and the strain is, therefore, equally distributed on the entire fence.

Another important consideration is the fact that it is impossible to use hard steel wire for cross bars in a wrapped stay fence, as hard wire is liable to break under the twisting to which wrapped wire fences are subjected.

You know that a hard steel wire lasts longer than a soft wire, and as a one-piece cross bar is wrapped only at the top and bottom, the chances for cracking the galvanizing are minimized.

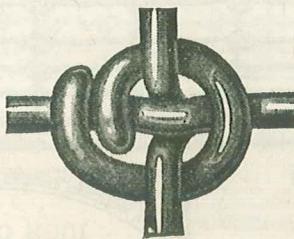
Your special attention is called to the fact that all cross bars in Brown Fence are exactly the same size and quality as the line wires, and not one size smaller, as used in some makes of fences. Inves-

tigate and you will find plenty of those soft, light-weight, wrapped stay wire fences in your neighborhood in use only a very few years with the stay wires rusted and broken.

With our "Stiff Stay Fence" you can save at least one-third the posts and labor of setting them, besides getting a much more substantial and durable finished job of fencing.

The Brown Knot

The Brown one-piece cross bar is attached to the line wires with a circular knot, which absolutely prevents slipping, and, as it is not a close wrap, permits free circulation of air, and consequently quick drying after rain.



Wrapped stays are tightly twisted around the line wires, retaining moisture, and as it is impossible to wrap them tight enough to prevent slipping on the line wires, a little hard

usage quickly destroys the value of the fence.

In Brown Fence the tie is made of material of the same gauge used for the lateral and upright wires. Its weight and galvanizing are the same. The formation of the Brown Knot is such that, while it prevents slipping of the wires, it provides sufficient play to allow for the fence being erected on hilly or uneven ground without kinking or bending the strand or stay wires; the stay wires always remaining in a perpendicular position, no matter what the grade.

The Brown Stiff Stay Fence always goes up evenly; equal tension on all strand wires; no sagging or loose places.



Coiled Strand Wire

Wire fence expands in warm weather and contracts in cold weather. In an ordinary wire fence cold weather is apt to break the wires or pull out the end posts; warm weather makes the wires sag and bag.

The wire used in the construction of Brown Fence is hard, stiff and springy. In order to give additional "spring" to this high grade wire, it is coiled. Soft wire contains no spring, neither can it be made springy by coiling. Those manufacturers, who use soft galvanized wire in their fences, crimp the strand wires by putting in short, sharp bends, which by no means provide for expansion and contraction necessary in a wire fence.

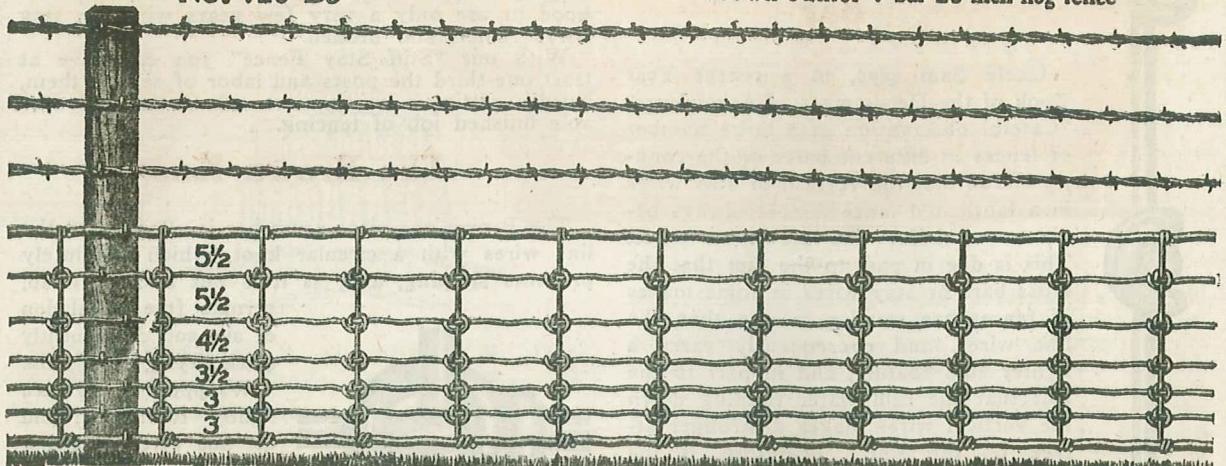


The "coil" in Brown Fence takes up the slack in warm weather and allows for contraction in cold weather. The Brown Fence cannot sag or break—it always returns to its original position just as any spring does.

WE PAY THE FREIGHT

No. 726-BJ

Brown Junior 7 bar 26 inch hog fence



No. 726-BJ

19 $\frac{1}{4}$ Cts.
PER
ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$3.85	\$5.78	\$7.70

Specifications

Top and bottom wires, No. 11; intermediate wires No. 14; stay wires; No. 14, spaced 12 inches apart (16 to the Rod). All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more

HIGH QUALITY
AT LOW PRICE

June 15, 1922.

Gentlemen:—
I have received my order from you in perfect condition and am greatly pleased with the superior quality. It will be my pleasure to tell others of this remarkable opportunity.

Thanking you for your very prompt attention and courtesy I remain

Yours truly,
H. D. DUNN,
Mingo Junction, Ohio.
R. D. No. 1.

My direct-from-factory selling plan enables me to give you highest quality goods at a low price. You pay no middlemen's profit when you buy Brown Fence.

No. 832-BJ

21 $\frac{3}{4}$ Cts.
PER
ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$4.35	\$6.53	\$8.70

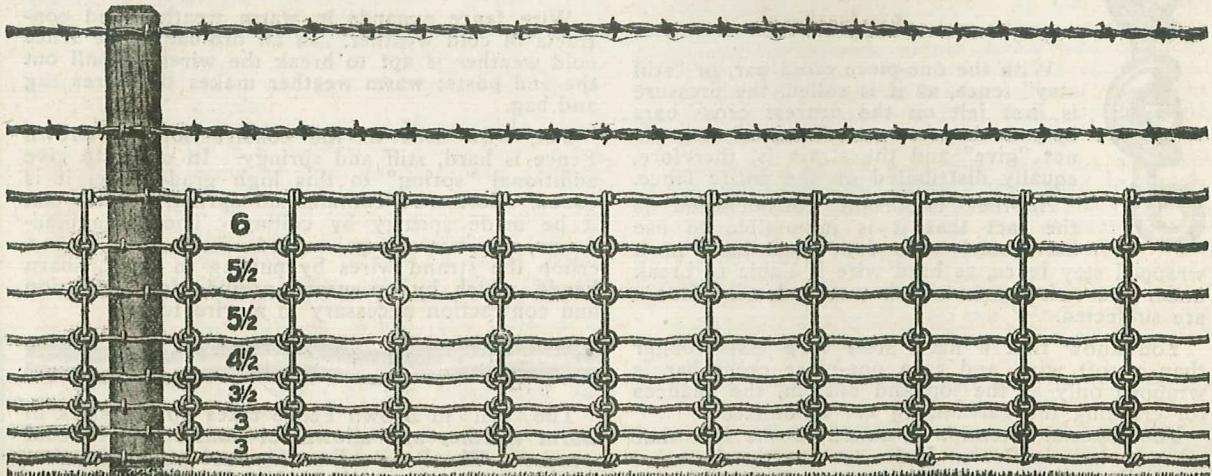
Specifications

Top and bottom wires, No. 11; intermediate wires, No. 14; stay wires; No. 14; spaced 12 inches apart (16 to the Rod). All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more

No. 832-BJ

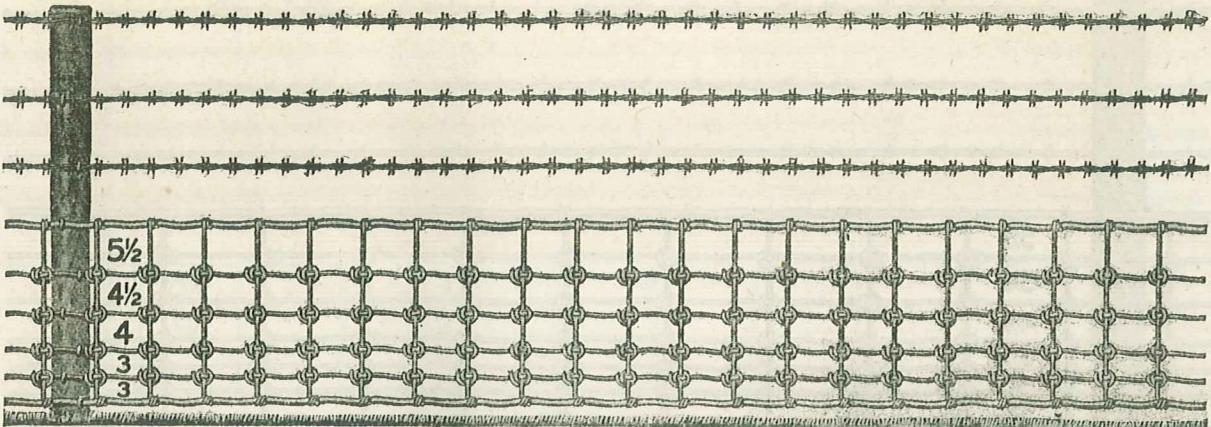
Brown Junior 8 bar 32 inch hog and sheep fence



WE PAY THE FREIGHT

No. 0620-B. J.

Brown Junior, 6 bar 20 inch close spaced hog fence



No. 0620-B. J.

20 $\frac{1}{4}$ Cts.
PER
ROD

Made in 20, 30, 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$4.05	\$6.08	\$8.10

Specifications

Top and bottom wires, No. 11; intermediate wires, No. 14; stay wires, No. 14, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more

A STYLE OF FENCE FOR
EVERY PURPOSE

You will find a style of fence in this catalog to suit your every requirement. Whether you want a Hog Fence, Poultry Fence, or all purpose Stock Fence, you will find it here at a price that will save you money. Remember, too, that every style of Brown fence is GUARANTEED.

Big values start right here on this page and continue on every page clear through this catalog.

No. 0726-B. J.

23 $\frac{1}{4}$ Cts.
PER
ROD

Made in 20, 30, 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$4.65	\$6.98	\$9.30

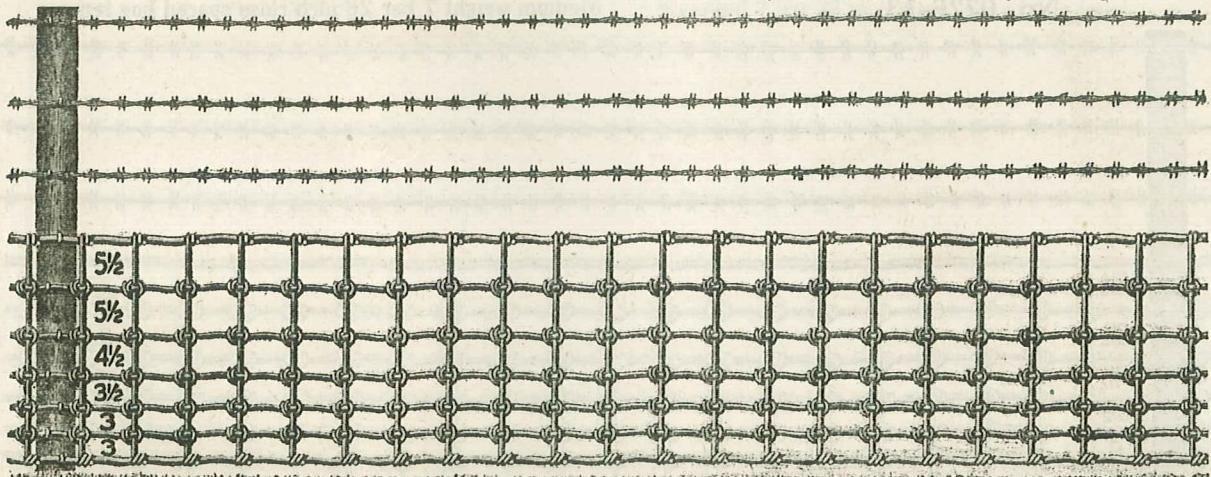
Specifications

Top and bottom wires, No. 11; intermediate wires, No. 14; stay wires, No. 14, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more

No. 0726-B. J.

Brown Junior, 7 bar 26 inch close spaced hog fence

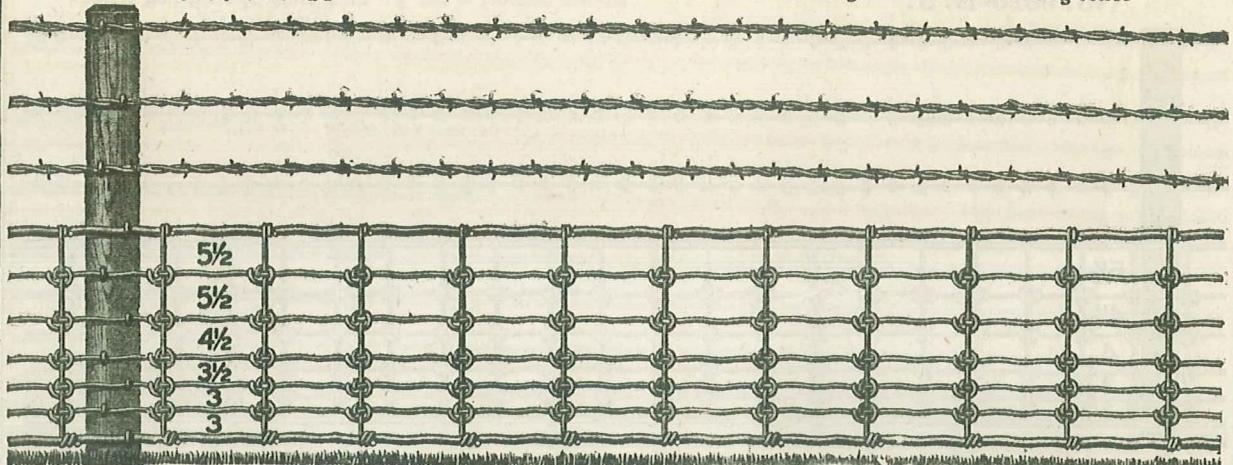


DIRECT FROM FACTORY

WE PAY THE FREIGHT

No. 726-13

Medium Weight 7 bar 26 inch hog fence



No. 726-13

23 Cts.
PER ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$4.60	\$6.90	\$9.20

Specifications

Top and bottom wires, No. 10; intermediate wires, No. 13; stay wires, No. 13, spaced 12 inches apart (16 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

WE HAVE THE
CONFIDENCE OF
OUR CUSTOMERS

Gentlemen:—

Not knowing the price at present, of your fence and not having a new catalog, I am sending you a blank check for a bill of fencing and some gates. With all firms I would not do this, but the Brown firm I consider honorable, and feel that their reputation is at stake, if they did not use me as one man should use another.

Fill in the price or amount of the order and send me a new catalog so that I will know the amount is correct.

Hoping that you can fill the order immediately and ship as directed, I remain, Yours truly,

G. W. ARMSTRONG,
Lisbon, Ohio.

No. 0726-13

28½ Cts.
PER ROD

Made in 20, 30 and 40 Rod Rolls

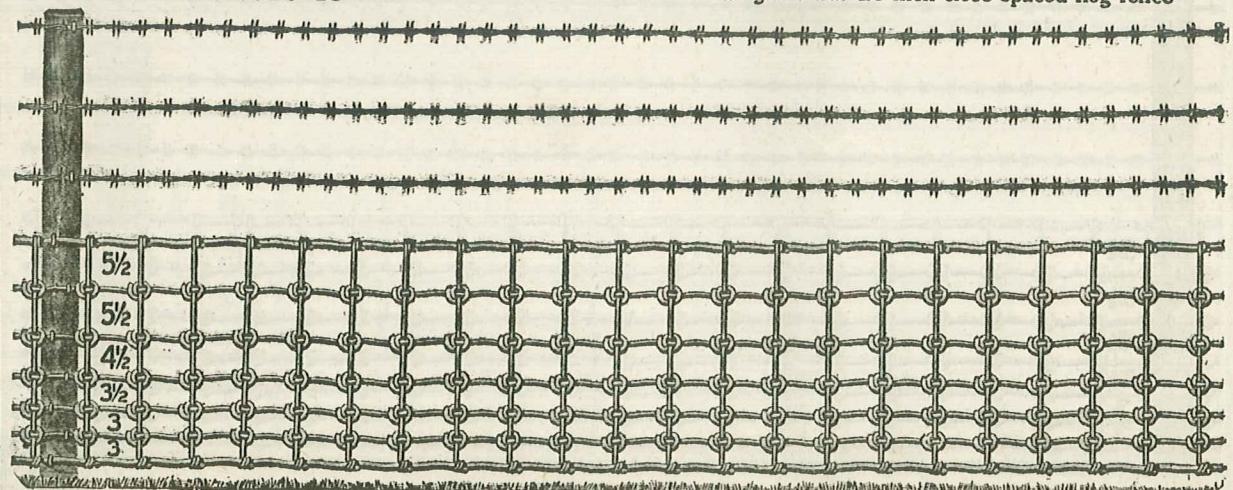
20 Rods	30 Rods	40 Rods
\$5.70	\$8.55	\$11.40

Specifications

Top and bottom wires, No. 10; intermediate wires, No. 13; stay wires, No. 13, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

No. 0726-13

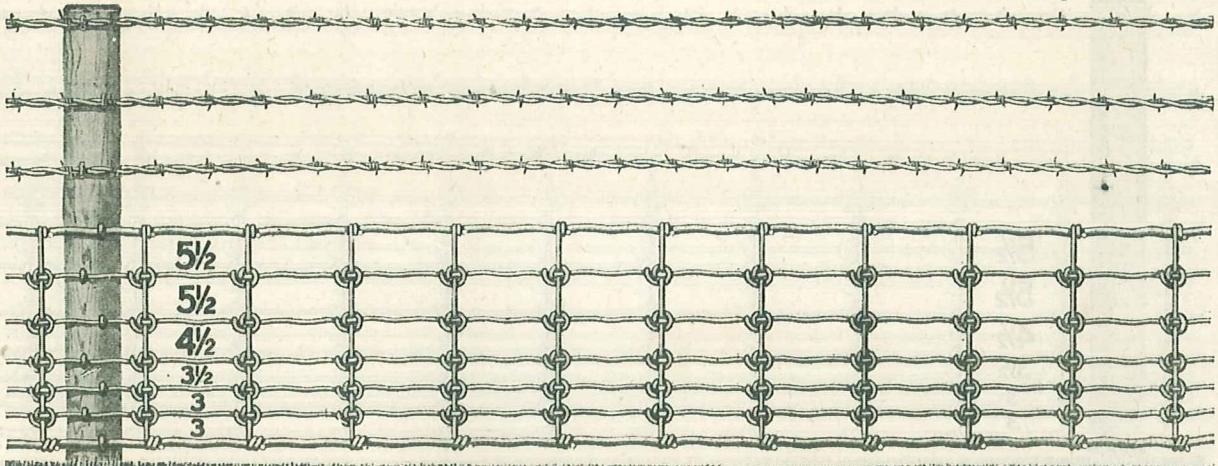
Medium weight 7 bar 26 inch close spaced hog fence



WE PAY THE FREIGHT

No. 726

Standard 7 bar 26 inch hog fence



No. 726

25 3 Cts.
PER
4 ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$5.15	\$7.73	\$10.30

Standard Specifications

Top and bottom wires, No. 10; intermediate wires, No. 12; stay wires, No. 12, spaced 12 inches apart (16 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

WE PRIDE OURSELVES
ON OUR
PROMPT SERVICE

Gentlemen:—

Enclosed find order for fence and barb wire as described.

Having tried your fence for the last two years, I think it can not be beat anywhere as to price first; quality second; and last, but not least, prompt shipment and durability of fence. I have neighbors and friends that are of the same opinion as myself. Hurrah for Brown fence!

Yours truly, JACOB ADAMS,
Port Washington, Ohio.
(Tuscarawas County).

No. 0726

32 Cts.
PER
ROD

Made in 20, 30 and 40 Rod Rolls

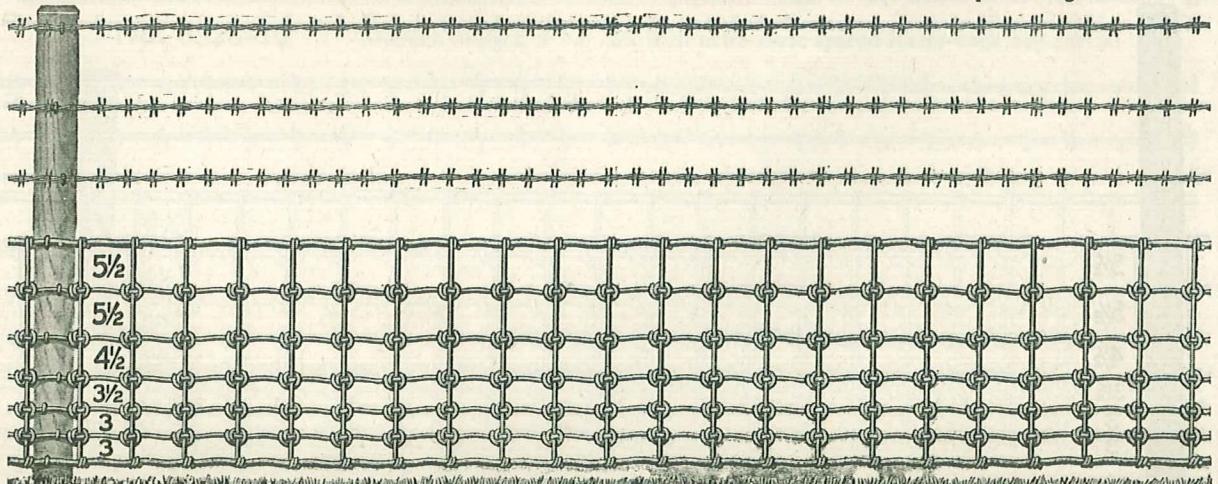
20 Rods	30 Rods	40 Rods
\$6.40	\$9.60	\$12.80

Standard Specifications

Top and bottom wires, No. 10; intermediate wires, No. 12; stay wires, No. 12, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

No. 0726

Standard 7 bar 26 inch close spaced hog fence

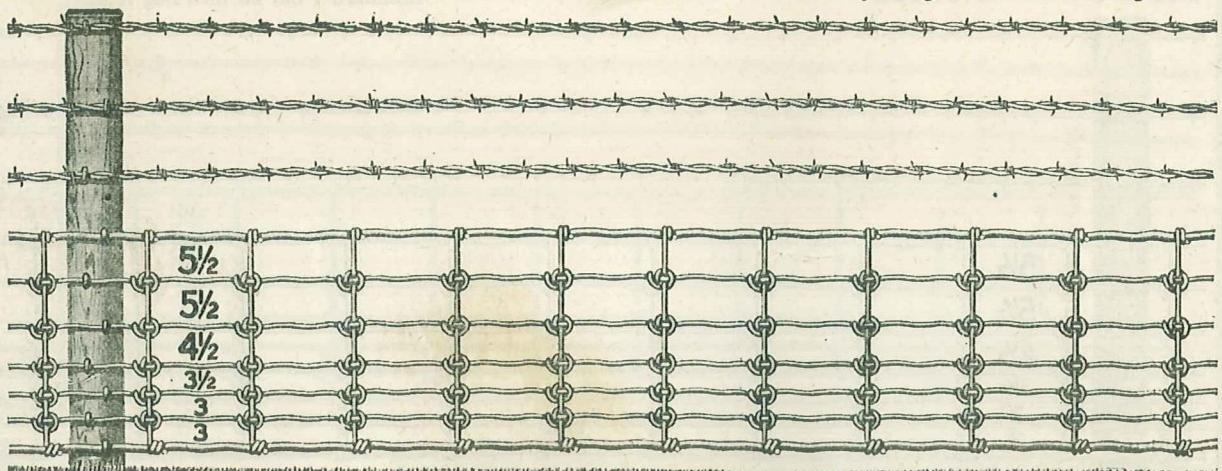


DIRECT FROM FACTORY

WE PAY THE FREIGHT

No. 726-H

Heavy Weight 7 bar 26 inch hog fence



No. 726-H

29 3 Cts.
— 4 PER ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$5.95	\$8.93	\$11.90

Heavy Specifications

Top wire No. 9, bottom wire, No. 10; intermediate wires, No. 11; stay wires, No. 11, spaced 12 inches apart (16 to the Rod). All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more

DO YOU NEED PAINT

Feb. 20, 1922.

Gentlemen:—

I am the same man who bought from you last year 35 gallons of white house paint and 15 gallons of Roof Saver, shipped to Baxley, Ga., and I take pleasure in reporting to you that I think it the best and cheapest paint I ever used. I am highly pleased with it.

Yours very truly,
GEO. W. WOOTEN,
Graham, Ga.
Route No. 1.

Good paint not only preserves your buildings but beautifies them and adds to the value. WEARBEST Paint is shown on the last pages of the catalog.

No. 0726-H

38 1 Cts.
— 2 PER ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$7.70	\$11.55	\$15.40

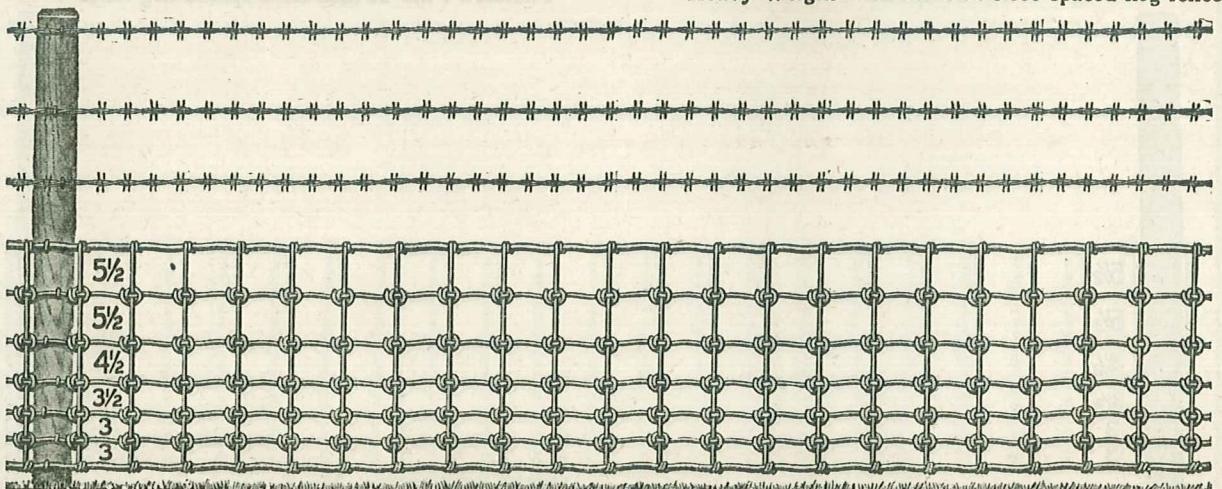
Heavy Specifications

Top wire No. 9, bottom wire No. 10; intermediate wires, No. 11; stay wires, No. 11, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more

No. 0726-H

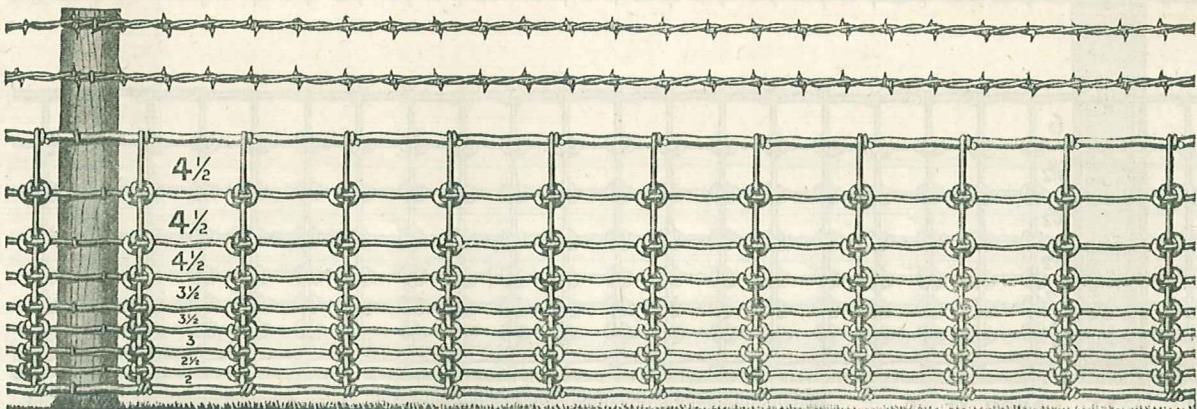
Heavy Weight 7 bar 26 inch close spaced hog fence



WE PAY THE FREIGHT

No. 928-13

Medium weight 9 bar 28 inch close spaced Southern States special



No. 928-13

26 3 Cts.
—
4 ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$5.35	\$8.03	\$10.70

Specifications

Top and bottom wires, No. 10; intermediate wires, No. 13; stay wires, No. 13, spaced 12 inches apart (16 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

BROWN FENCE
SATISFIES BECAUSE IT
IS MADE TO GIVE
SERVICE

Gentlemen:—

This is my second order for fencing. I ordered one mile of wire from you about one year ago and am well pleased with same. Everybody says it is the best fence for the money they have seen.

Please ship this order out at once. Yours truly, W. F. HAMILTON, Ninety-six, S. C.

This is the reason why more than 500,000 farmers prefer Brown Fence —IT'S THE BEST FENCE FOR THE MONEY.

No. 0928-13

33 Cts.
PER
ROD

Made in 20, 30 and 40 Rod Rolls

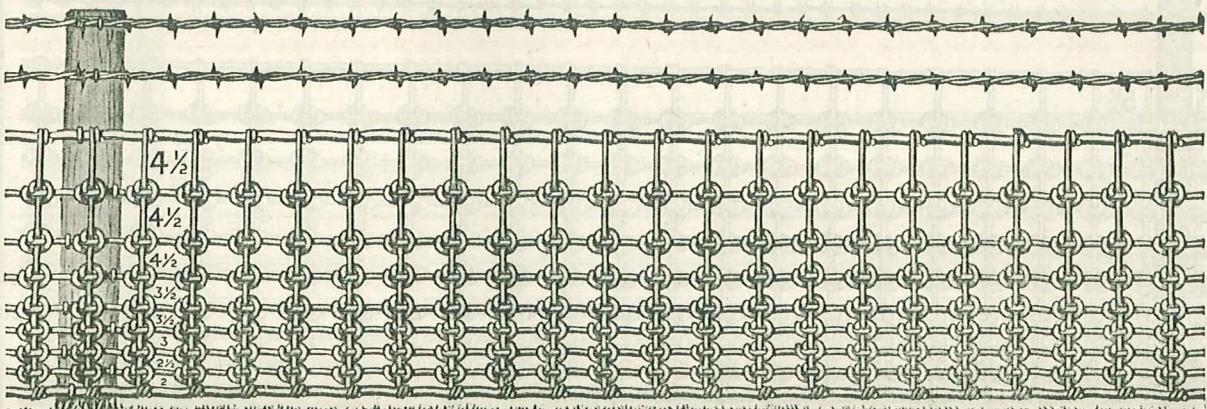
20 Rods	30 Rods	40 Rods
\$6.60	\$9.90	\$13.20

Specifications

Top and bottom wires, No. 10; intermediate wires, No. 13; stay wires, No. 13, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

No. 0928-13

Medium weight 9 bar 28 inch extra close spaced Razor-back hog special



DIRECT FROM FACTORY

WE PAY THE FREIGHT

No. 0832-B. J.

Brown Junior, 8 Bar 32 inch close spaced hog and sheep fence



6
5½
5½
4½
3½
3
3
3

No. 0832-B. J.

26 $\frac{1}{4}$ Cts.
PER
ROD

Made in 20, 30, 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$5.25	\$7.88	\$10.50

Specifications

Top and bottom wires, No. 11; intermediate wires, No. 14; stay wires, No. 14, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more

HOW ABOUT
YOUR ROOFS

Gentlemen:

Please quote your best price on your heaviest grade roofing—the kind I bought of you before, and state whether you can make prompt shipment or not. We want to use the roofing within the next sixty days and want your roofing, if it is possible to get prompt shipment.

I have used your roofing and know what it is.

Yours truly,
CHARLES F. NICHOLS,
Red House, W. Va.

When you need roofing or paint see the ROOF and PAINT section at the back of this catalog. We will not only save you money but give you better quality than you get elsewhere.

No. 01036-B. J.

31 $\frac{1}{4}$ Cts.
PER
ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$6.25	\$9.38	\$12.50

Specifications

Top and bottom wires, No. 11; intermediate wires, No. 14; stay wires, No. 14, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more

No. 01036-B. J. Brown Junior, 10 bar 36 inch close spaced razor back hog and sheep fence

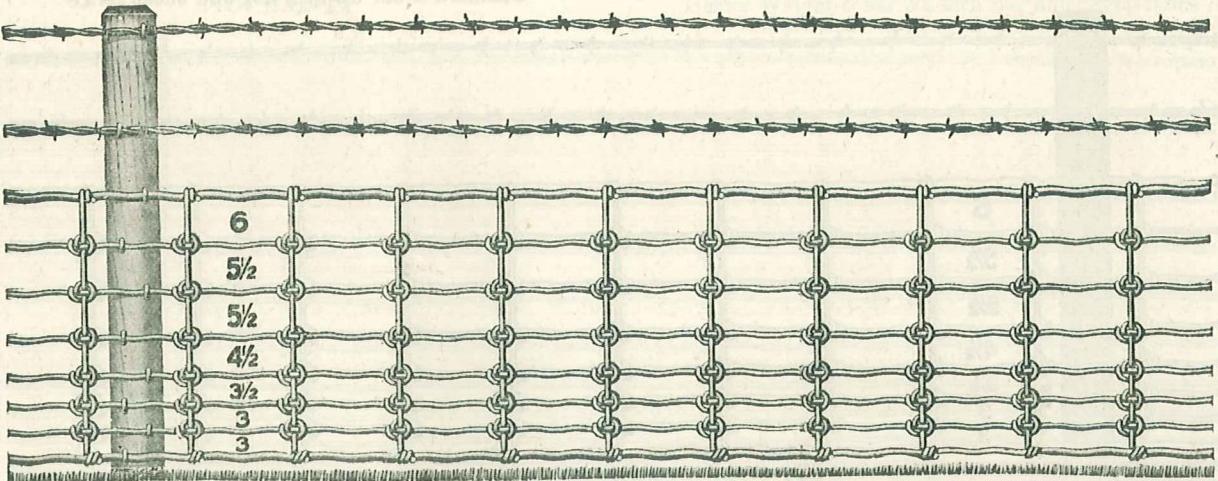


5½
5
4½
4
4
4
3
3
3

WE PAY THE FREIGHT

No. 832-13

Medium weight 8 bar 32 inch hog and sheep fence



No. 832-13

26 Cts.
PER
ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$5.20	\$7.80	\$10.40

Specifications

Top and bottom wires, No. 10; intermediate wires, No. 13; stay wires, No. 13, spaced 12 inches apart (16 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

NOT HOW OLD
BUT HOW GOOD

Gentlemen:—

Send me your late price list on wire fence. The 550 rods of your 1047 that I put up three years ago looks fine — and I need more. Thanking you for this favor, I remain,

Yours respectfully,
P. B. EILER,
1215 E. Main St., Warsaw, Ind.

When you pay out good money for fence you want a fence that will not have to be replaced every few years—be on the safe side and buy from BROWN.

No. 0832-13

33 $\frac{1}{4}$ Cts.
PER
ROD

Made in 20, 30 and 40 Rod Rolls

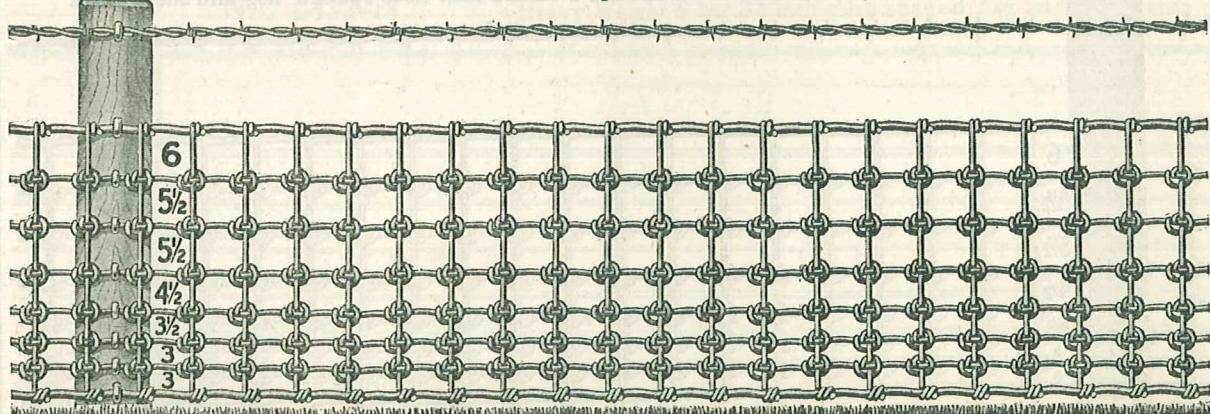
20 Rods	30 Rods	40 Rods
\$6.65	\$9.98	\$13.30

Specifications

Top and bottom wires, No. 10; intermediate wires, No. 13; stay wires, No. 13, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

No. 0832-13

Medium weight 8 bar 32 inch close spaced hog and sheep fence

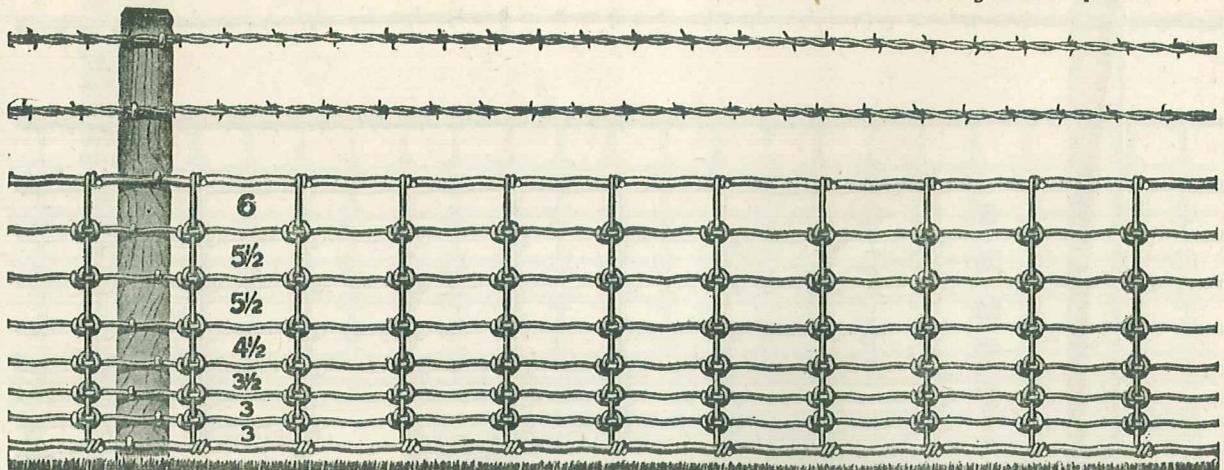


DIRECT FROM FACTORY

WE PAY THE FREIGHT

No. 832

Standard 8 bar 32 inch hog and sheep fence



No. 832

28 $\frac{1}{2}$ Cts.
PER ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$5.70	\$8.55	\$11.40

Standard Specifications

Top and bottom wires, No. 10; intermediate wires, No. 12; stay wires, No. 12, spaced 12 inches apart (16 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

MEETS YOUR
EXPECTATIONS EVERY
TIME AND—MORE

Gentlemen:—

I have just finished putting on the 48 inch wire which I bought of you last fall and find it is all and more than you claim for it. I shall want some more this fall, also some gates

Please send me latest catalog and prices.

Yours truly, P. P. JONES,
Clearwater, Minn.

There is certainly satisfaction in getting value greater than you expected. My customers invariably have that experience—you will, too—give me a trial order and be convinced.

No. 0832

37 $\frac{3}{4}$ Cts.
PER ROD

Made in 20, 30 and 40 Rod Rolls

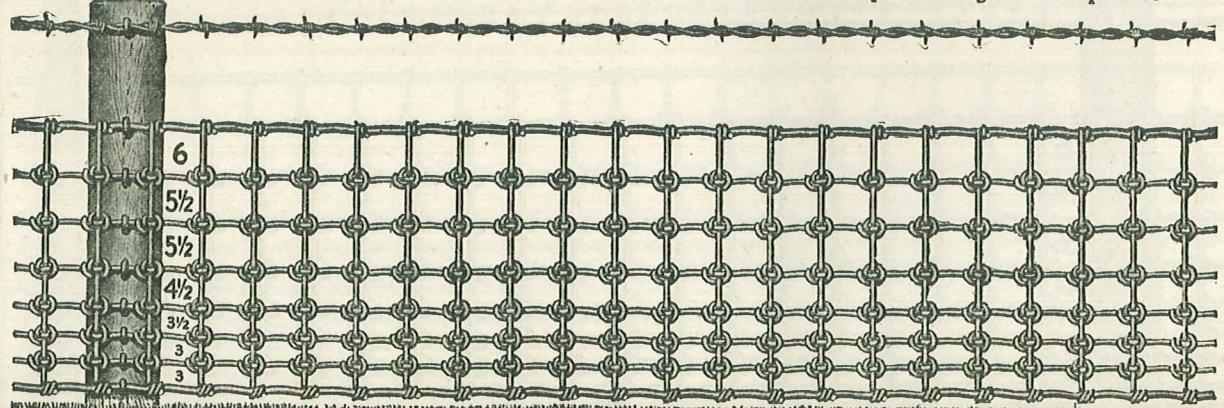
20 Rods	30 Rods	40 Rods
\$7.55	\$11.33	\$15.10

Standard Specifications

Top and bottom wires, No. 10; intermediate wires, No. 12; stay wires, No. 12, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

No. 0832

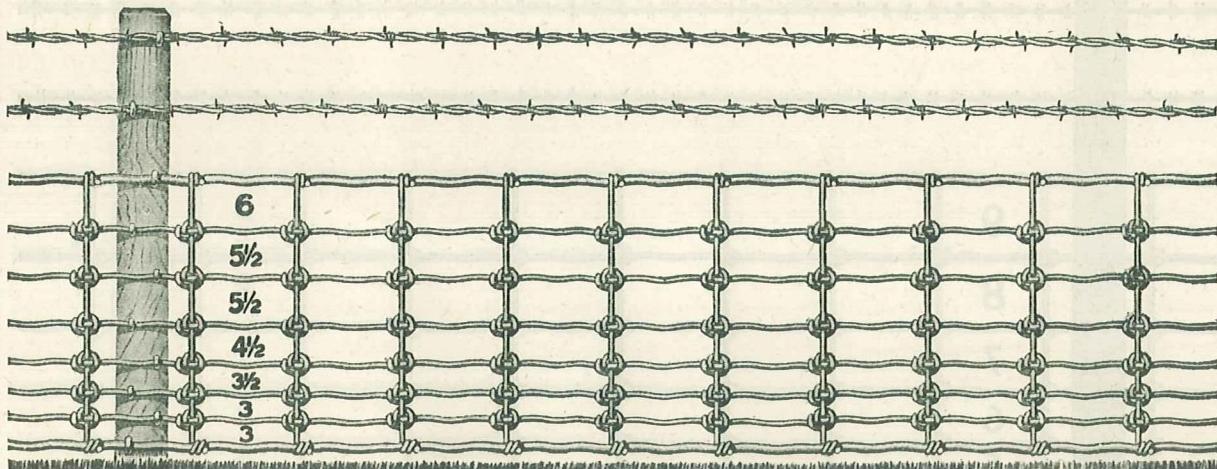
Standard 8 bar 32 inch close spaced hog and sheep fence



WE PAY THE FREIGHT

No. 832-H

Heavy Weight 8 bar 32 inch hog and sheep fence



No. 832-H

34 1 Cts.
—
4 PER
ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$6.85	\$10.28	\$13.70

Heavy Specifications

Top wire No. 9, bottom wire No. 10; intermediate wires, No. 11; stay wires, No. 11, spaced 12 inches apart (16 to the Rod). All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more

WHY NOT FIX THAT LEAKY ROOF NOW

Mingo, West Va.

My opinion on your Roof-Saver is that it is the best that I ever used. I have used several kinds and makes. I will say that none of it is like "Jim Brown's Roof-Saver."

It is far better than I expected it to be. My roof was pretty bad, but when I put the Roof-Saver on it made it just as good as a new roof.

Thanking you, I am,

E. G. SHARP.

My Roof Saver will stop the leaks in your roof. Easy to apply—low in price—high in quality. See page 103.

No. 0832-H

44 1 Cts.
—
2 PER
ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$8.90	\$13.35	\$17.80

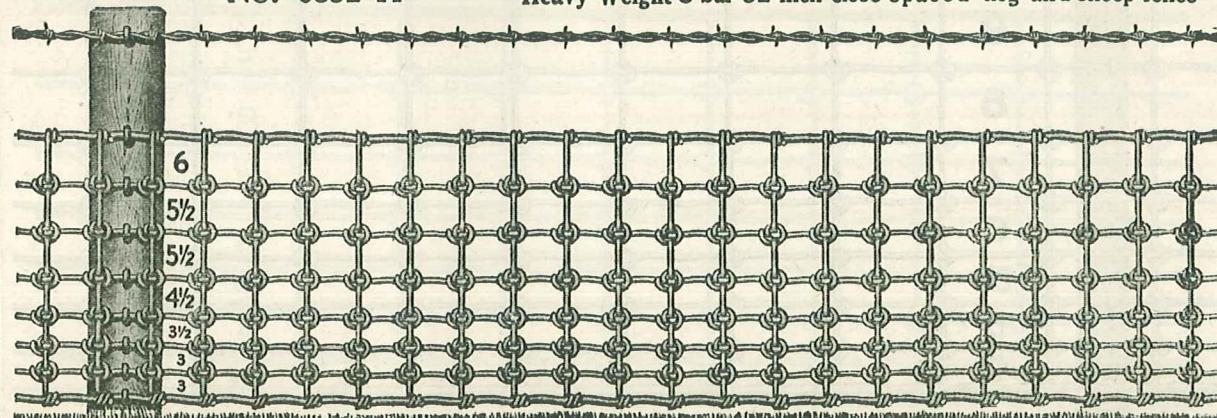
Heavy Specifications

Top Wire No. 9, bottom wire No. 10; intermediate wires, No. 11; stay wires, No. 11, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more

No. 0832-H

Heavy Weight 8 bar 32 inch close spaced hog and sheep fence

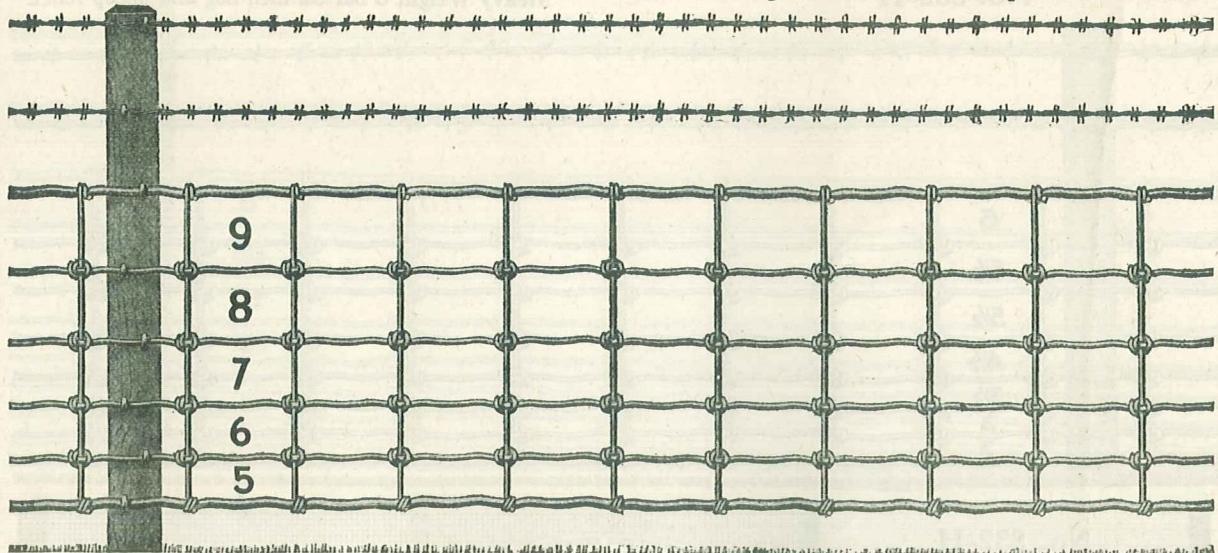


DIRECT FROM FACTORY

WE PAY THE FREIGHT

No. 635-13

Medium weight 6 bar 36 inch sheep and cattle fence



No. 635-13

21 Cts.
PER
ROD

Made in 20, 30, 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$4.20	\$6.30	\$8.40

Specifications

Top and bottom wires, No. 11; intermediate wires, No. 13; stay wires, No. 13, spaced 12 inches apart (16 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

SAVED 30 CENTS PER ROD

Gentlemen:

I received my wire all O.K. today and I find I have saved about 30 cents a rod by buying my fence from you instead of buying it from the local dealer, and besides, yours is a better fence.

HARRY COFFEEN,
502 Daniel St.
Champaign, Ills.

Brown fence is not only made from the very highest grade of materials but also the very best plan of construction is used—this combination is mighty hard to beat.

No. 845-13

26 $\frac{3}{4}$ Cts.
PER
ROD

Made in 20, 30 and 40 Rod Rolls

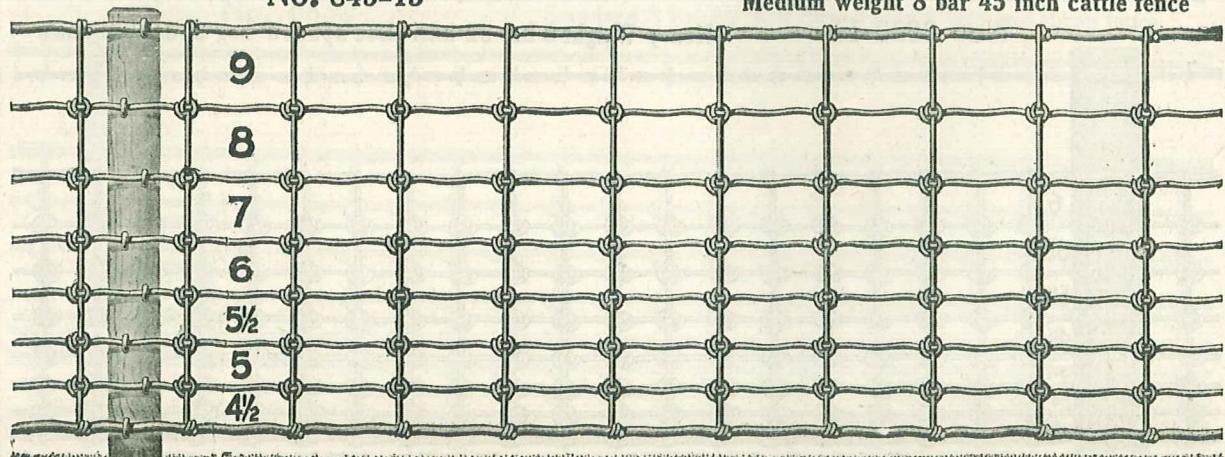
20 Rods	30 Rods	40 Rods
\$5.35	\$8.03	\$10.70

Specifications

Top and bottom wires, No. 11; intermediate wires, No. 13; stay wires, No. 13, spaced 12 inches apart (16 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

No. 845-13

Medium weight 8 bar 45 inch cattle fence

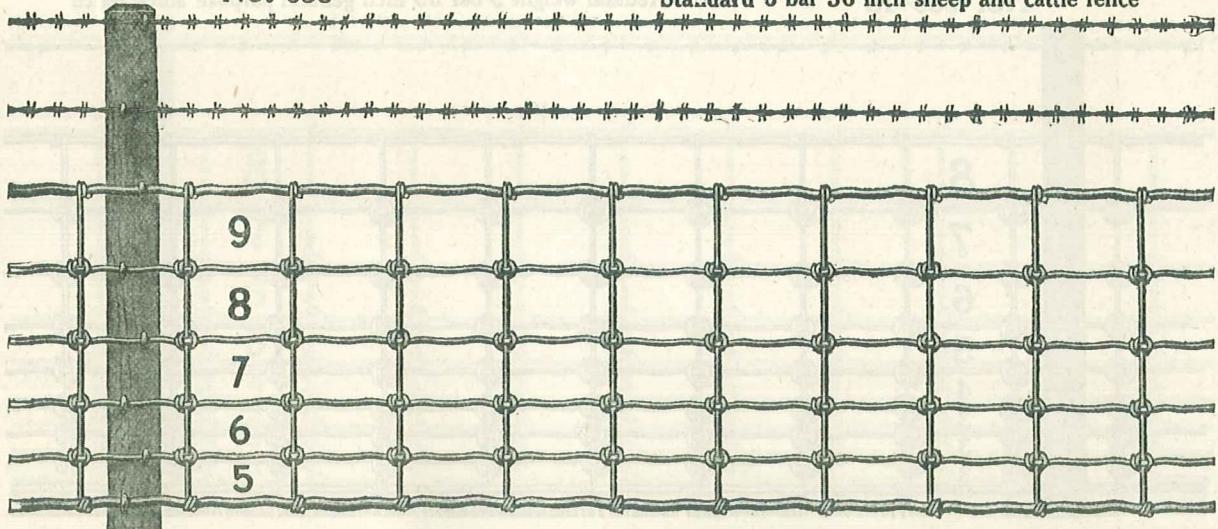


9
8
7
6
5
5½
5
4½

WE PAY THE FREIGHT

No. 635

Standard 6 bar 36 inch sheep and cattle fence



No. 635

25 3 Cts.
—
4 PER ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$5.15	\$7.73	\$10.30

Standard Specifications

Top wire No. 9; bottom wire No. 10; intermediate wires, No. 12; stay wires, No. 12, spaced 12 inches apart (16 to the Rod). All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more

JUST TO
REMIND YOU

Gentlemen:—

I have 220 rods of your fencing and am well pleased with it. Think it the best wire I ever saw and I have your stretchers—wouldn't do without them. I hope I will be as well pleased with the Roofing.

I remain at your service for business.

D. E. ESTES,
Portersville, Ala.

The best fencing won't make a good fence unless it is put up right. See our wirestretchers shown on page 77. You can stretch your wire the way it should be put up with these stretchers.

No. 845

32 3 Cts.
—
4 PER ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$6.55	\$9.83	\$13.10

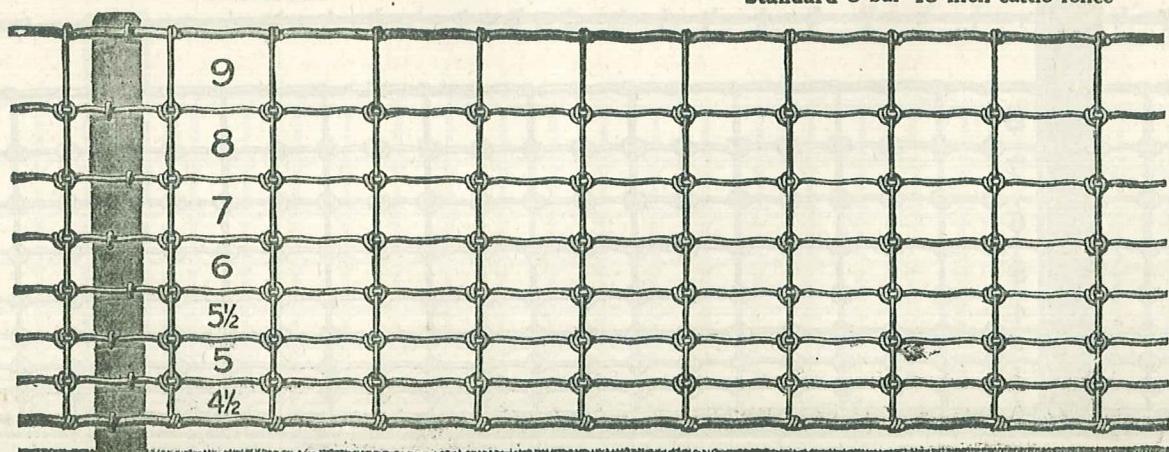
Standard Specifications

Top wire No. 9; bottom wire No. 10; intermediate wires, No. 12; stay wires, No. 12; spaced 12 inches apart (16 to the Rod). All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more

No. 845

Standard 8 bar 45 inch cattle fence

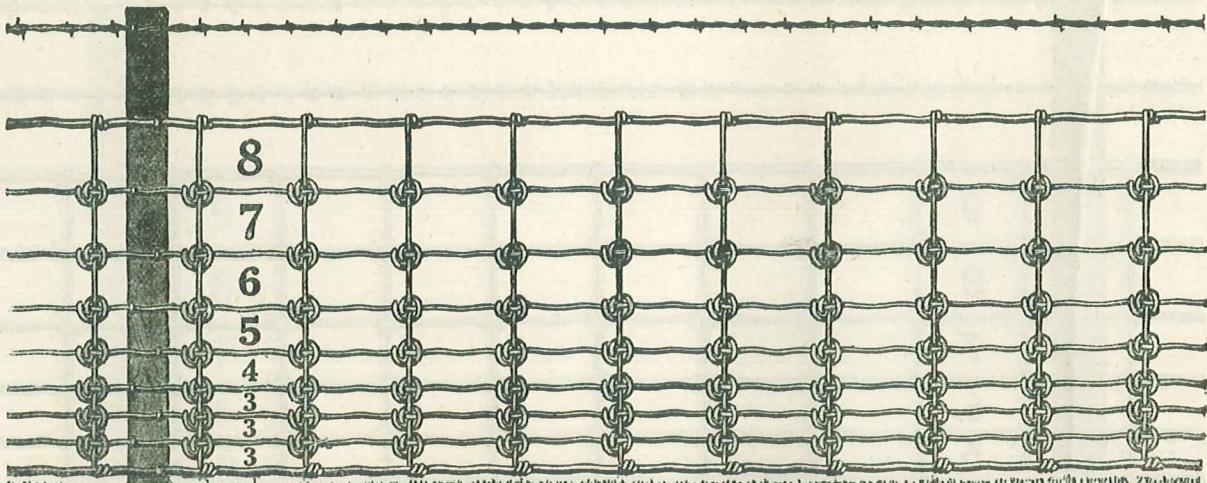


DIRECT FROM FACTORY

WE PAY THE FREIGHT

No. 939-13

Medium weight 9 bar 39 inch general purpose stock fence



No. 939-13

29 $\frac{1}{2}$ Cts.
PER
ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$5.90	\$8.85	\$11.80

Specifications

Top and bottom wires, No. 10; intermediate wires, No. 13; stay wires, No. 13, spaced 12 inches apart (16 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

WHAT MAKES BROWN FENCE LAST LONGER

Gentlemen:—

I find that your wire is much better than I can get here. I have some of your wire that has been up four years and has not a spot of rust and some that I got here that cost one-third more and is all rust.

Yours truly,
H. P. ARMBURGER,
Tionesta, Pa.

Brown fence is made of Basic Open Hearth wire—heavily galvanized—a combination that defies rust—a rust proof fence will last a lifetime.

No. 0939-13

37 Cts.
PER
ROD

Made in 20, 30 and 40 Rod Rolls

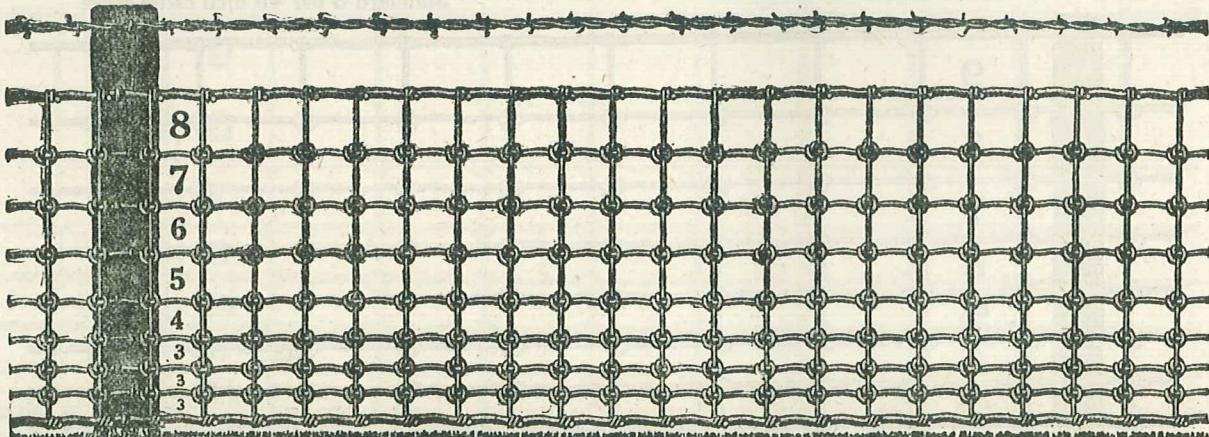
20 Rods	30 Rods	40 Rods
\$7.40	\$11.10	\$14.80

Specifications

Top and bottom wires, No. 10; intermediate wires, No. 13; stay wires, No. 13, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

No. 0939-13

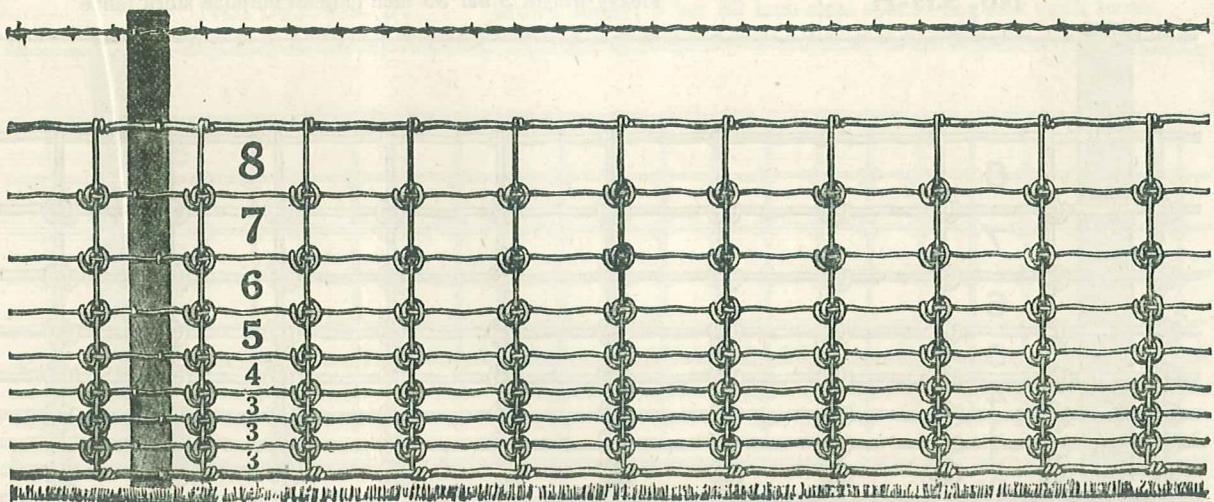
Medium weight 9 bar 39 inch close spaced hog and stock fence



WE PAY THE FREIGHT

No. 939

Standard 9 bar 39 inch sheep and cattle fence



No. 939

34 1 Cts.
4 PER ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$6.85	\$10.28	\$13.70

Standard Specifications

Top wire No. 9; bottom wire No. 10; intermediate wires, No. 12; stay wires, No. 12, spaced 12 inches apart (16 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

DON'T PAY
FENCE PRICES
FOR JUNK

Gentlemen:—

I purchased 100 rods of fence from you ten years ago and it hasn't any rust yet.

I bought ten rods of another kind the same spring and it has rusted and is in the junk pile now.

Yours truly,
H. E. KIRKBRIDE,
Sarahsville, Ohio. R. F. D. No. 1.

A good many American farmers threw their good money into the junk pile before they knew about Brown fence. There is no excuse for it now for nearly every farmer knows that they get their money's worth when they buy Brown fence.

No. 0939

44 Cts.
PER ROD

Made in 20, 30 and 40 Rod Rolls

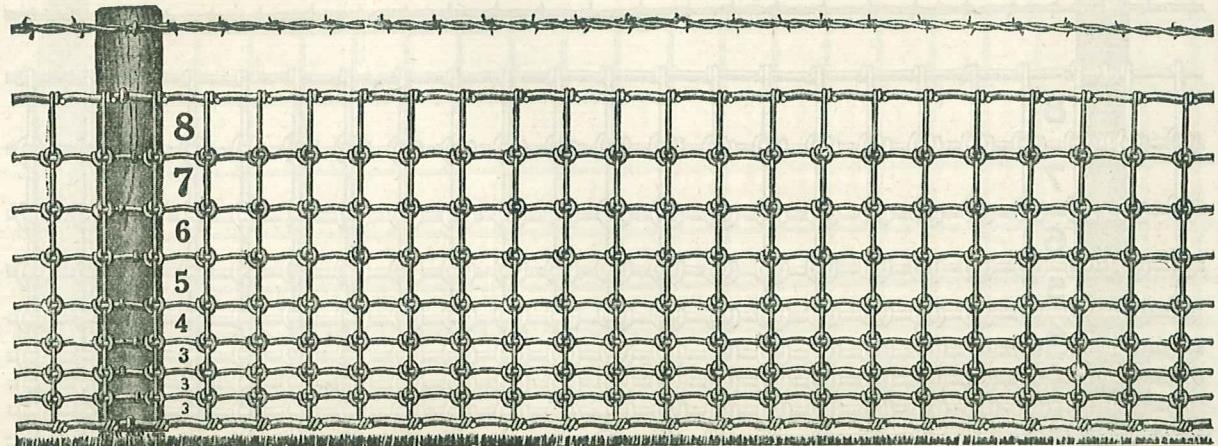
20 Rods	30 Rods	40 Rods
\$8.80	\$13.20	\$17.60

Standard Specifications

Top wire No. 9; bottom wire No. 10; intermediate wires, No. 12; stay wires, No. 12, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

No. 0939

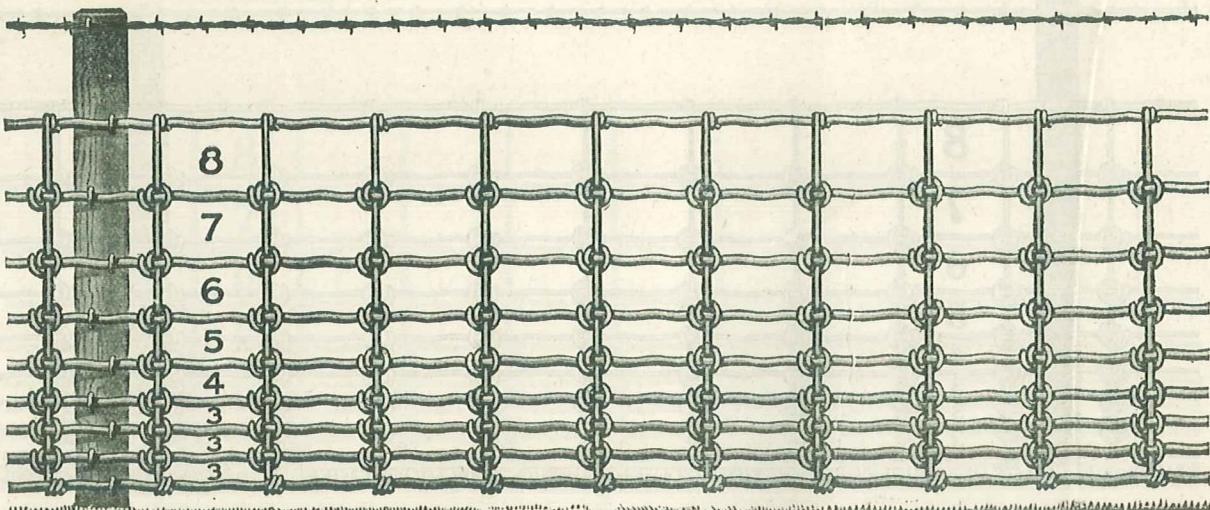
Standard 9 bar 39 inch close spaced hog, sheep and cattle fence



WE PAY THE FREIGHT

No. 939-H

Heavy weight 9 bar 39 inch general purpose stock fence



No. 939-H

39
 $\frac{1}{4}$ Cts.
PER
ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$7.85	\$11.78	\$15.70

Heavy Specifications

Top wire No. 9; bottom wire No. 10; intermediate wires, No. 11; stay wires, No. 11; spaced 12 inches apart (16 to the rod). All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more

PASS THE GOOD WORD ALONG

Gentlemen:—

Just a line to let you know we got the wire the fifth and find same O. K. Thanks for same as we saved about \$20 on this purchase.

Several of my neighbors want wire, so I showed them your book. You may get another order soon.

Yours truly, AARON Y. DAVIS,
Madison, Mo.

We appreciate what our customers have done for us in recommending Brown Fence to their friends. We are determined, too, that Brown Fence will always merit a recommendation.

No. 0939-H

52
 $\frac{3}{4}$ Cts.
PER
ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$10.55	\$15.83	\$21.10

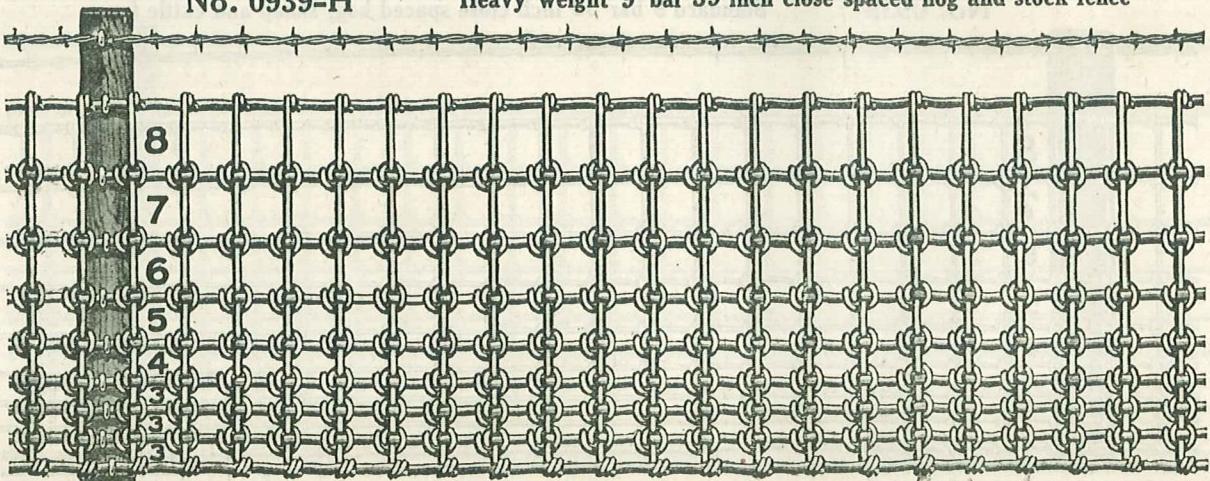
Heavy Specifications

Top wire No. 9; bottom wire No. 10; intermediate wires, No. 11; stay wires, No. 11, spaced 6 inches apart (32 to the rod). All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more

No. 0939-H

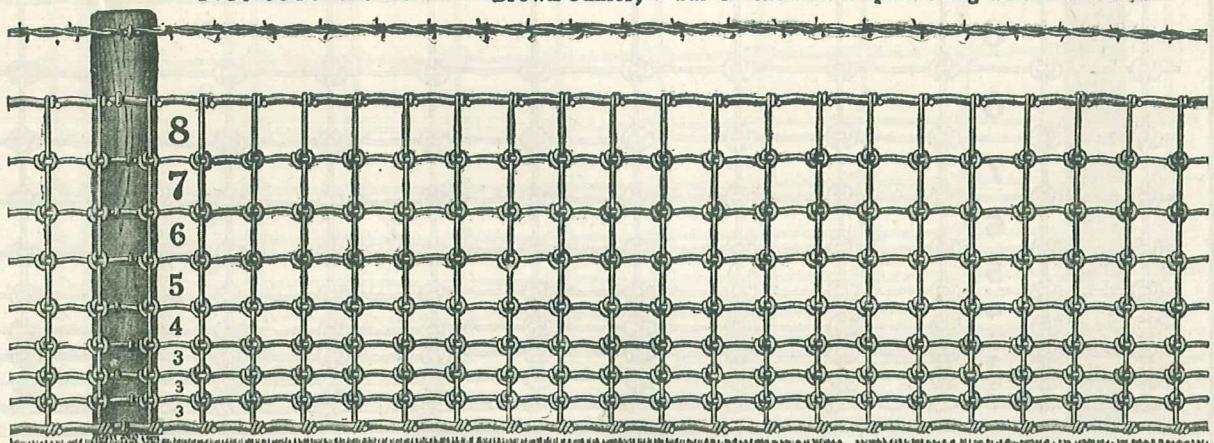
Heavy weight 9 bar 39 inch close spaced hog and stock fence



WE PAY THE FREIGHT

No. 0939-B. J.

Brown Junior, 9 bar 39 inch close spaced hog and stock fence



No. 0939-B.J.

29 3 Cts.
— PER
4 ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$5.95	\$8.93	\$11.90

Specifications

Top and bottom wires, No. 11; intermediate wires, No. 14; stay wires, No. 14, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more

IS THIS YOUR
HOME TOWN?

Gentlemen:—

Received your wire O. K. Was really better than I expected. I advise every farmer to order their fence instead of buying from the merchant. Your fence is a finer grade of wire than we had been buying here and at least 15% cheaper.

Yours truly,
HERMAN G. WHITNEY,
Scottsville, Ky., Rt. No. 2.
Whether you live here or not the same conditions are true in your town. Your merchant won't buy your produce if he can have it shipped cheaper from some other state. You have the same right.

No. 01047-B. J.

33 1 Cts.
— PER
2 ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$6.70	\$10.05	\$13.40

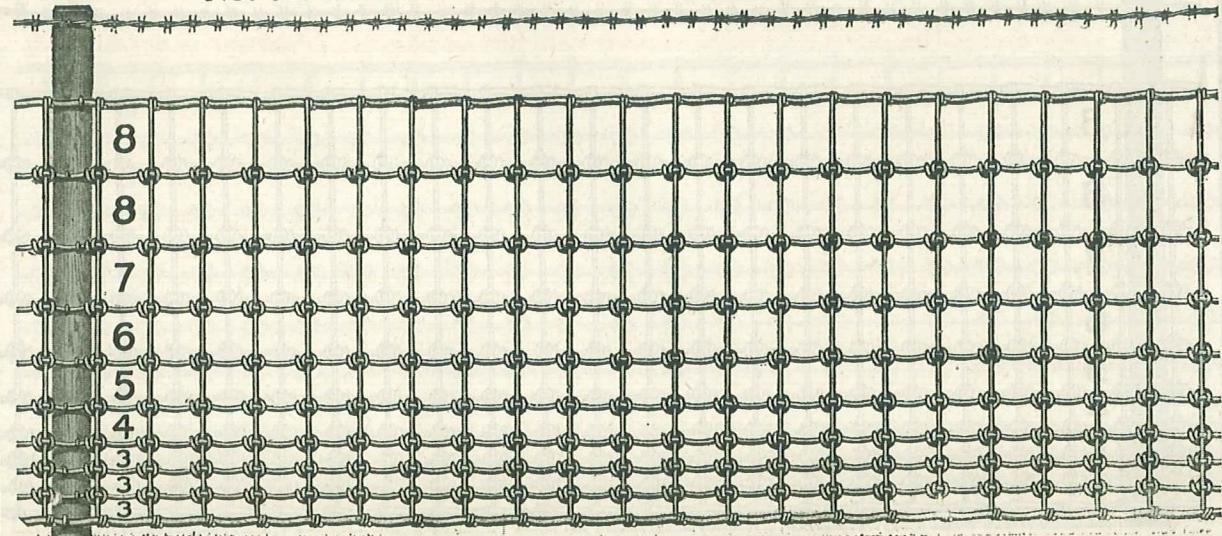
Specifications

Top and bottom wires, No. 11; intermediate wires, No. 14; stay wires, No. 14, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more

No. 01047-B. J.

Brown Junior, 10 bar 48 inch close spaced hog and stock fence

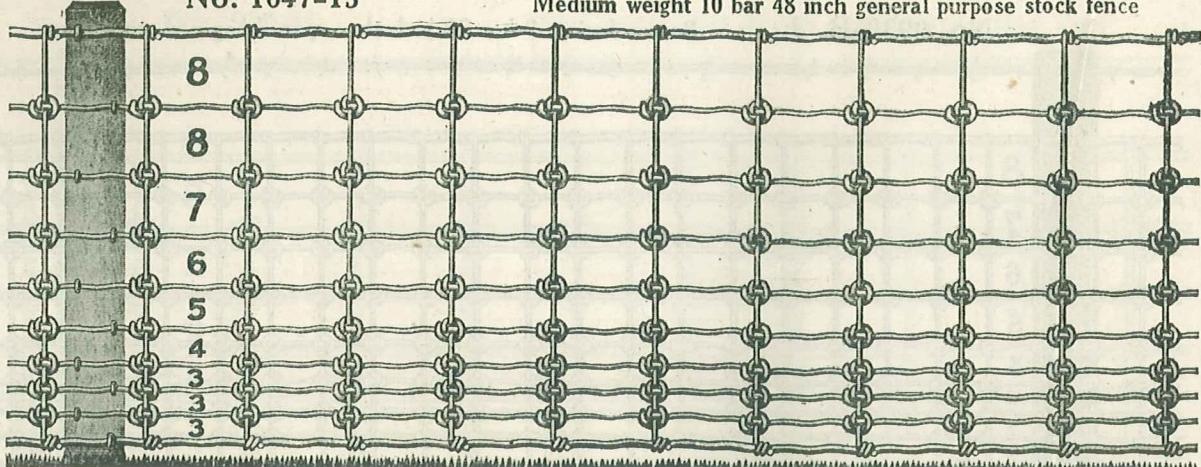


DIRECT FROM FACTORY

WE PAY THE FREIGHT

No. 1047-13

Medium weight 10 bar 48 inch general purpose stock fence



No. 1047-13

32 $\frac{1}{2}$ Cts.
PER ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$6.50	\$9.75	\$13.00

Specifications

Top and bottom wires, No. 10; intermediate wires, No. 13; stay wires, No. 13, spaced 12 inches apart (16 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

**\$60.00 DOESN'T GROW
ON THE BUSHES**

Gentlemen:—

We received our wire and are well satisfied with it. We have our wire up and it is all you claimed it to be. We feel that we have saved \$60.00 by ordering from you.

Yours truly,

J. E. & G. V. VINCENT,
Kershaw, S. C. R. F. D. No. 5.

You don't need to have me tell you how much work you have to do to earn \$60.00—you know, and you also know it's worth saving. I've told you elsewhere in this book that I can save you money—here's proof.

No. 01047-13

41 $\frac{1}{2}$ Cts.
PER ROD

Made in 20, 30 and 40 Rod Rolls

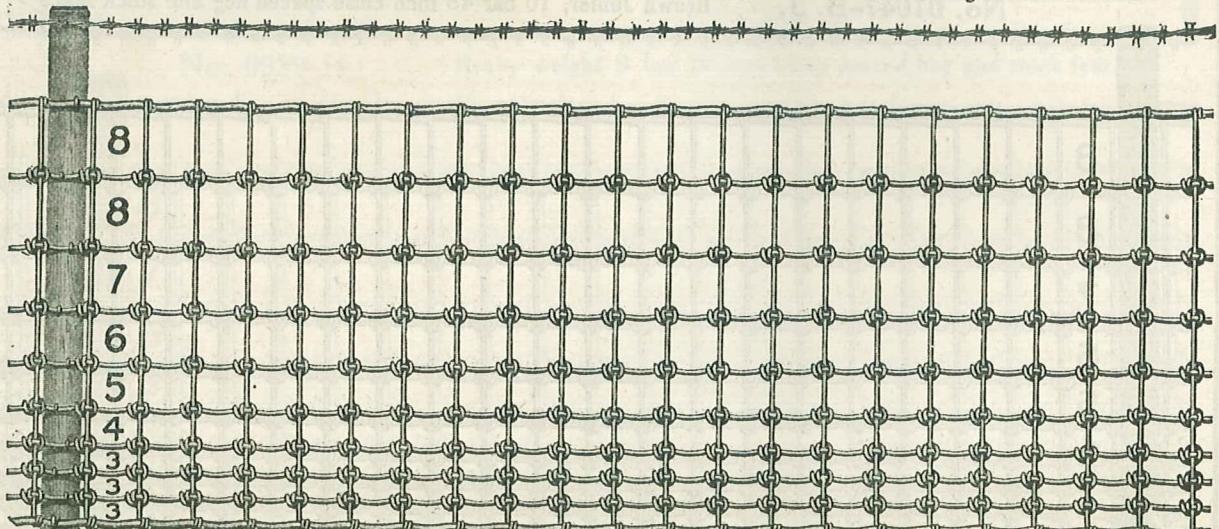
20 Rods	30 Rods	40 Rods
\$8.30	\$12.45	\$16.60

Specifications

Top and bottom wires, No. 10; intermediate wires, No. 13; stay wires, No. 13, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

No. 01047-13

Medium weight 10 bar 48 inch hog and stock fence



WE PAY THE FREIGHT

No. 1047

Standard 10 bar 48 inch general purpose field and stock fence

8

8

7

6

5

4

3

3

3

No. 1047

38 $\frac{1}{4}$ Cts.
PER ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$7.65	\$11.48	\$15.30

Standard Specifications

Top wire No. 9; bottom wire No. 10; intermediate wires, No. 12; stay wires, No. 12, spaced 12 inches apart (16 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more.

STANDS GALVANIZING TEST BETTER THAN WE CLAIM.

READ THIS.

ANTHONY BIESZK, of Detroit, Mich., writes:

"I gave your sample the acid test you asked me to, and find that it stands the test even better than you claim. I also find your fence much cheaper in price than a whole lot of other makes."

Heavily galvanized fences last best. Brown fence is double galvanized.

No. 01047

50 Cts.
PER ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$10.00	\$15.00	\$20.00

Standard Specifications

Top wire No. 9; bottom wire No. 10; intermediate wires, No. 12; stay wires, No. 12, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more.

No. 01047

Standard 10 bar 48 inch fence for hogs and all kinds of stock

8

8

7

6

5

4

3

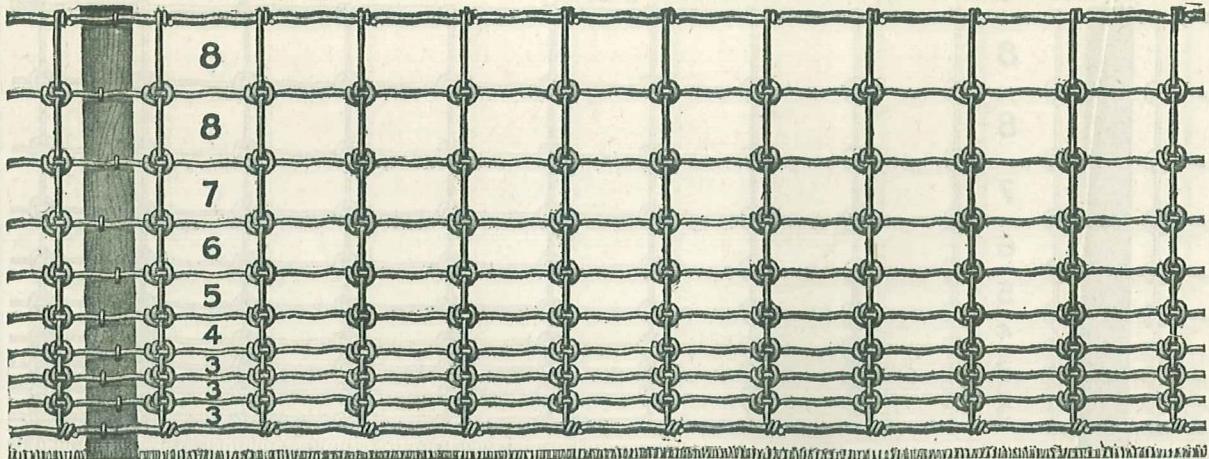
3

DIRECT FROM FACTORY

WE PAY THE FREIGHT

No. 1047-H

Heavy weight 10 bar 48 inch general purpose stock fence



No. 1047-H

44 1 Cts.
2 PER ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$8.90	\$13.35	\$17.80

Heavy Specifications

Top wire No. 9; bottom wire No. 10; intermediate wires, No. 11; stay wires, No. 11, spaced 12 inches apart (16 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

TRY IT BEFORE
YOU BUY IT

Gentlemen:—

Enclosed please find order and check for some wire. Your samples both received and your wire is certainly good. Other fence people are sure afraid to send samples to compete with yours. I wrote three other factories for catalog and samples. Every one of them sent catalogs, but I never received any samples to test. So I am ordering from a Company that is not afraid of their wire being rejected.

Yours truly,

V. CONAWAY,
Beldon, Miss. Rt. No. 1.

No. 01047-H

60 1 Cts.
2 PER ROD

Made in 20, 30 and 40 Rod Rolls

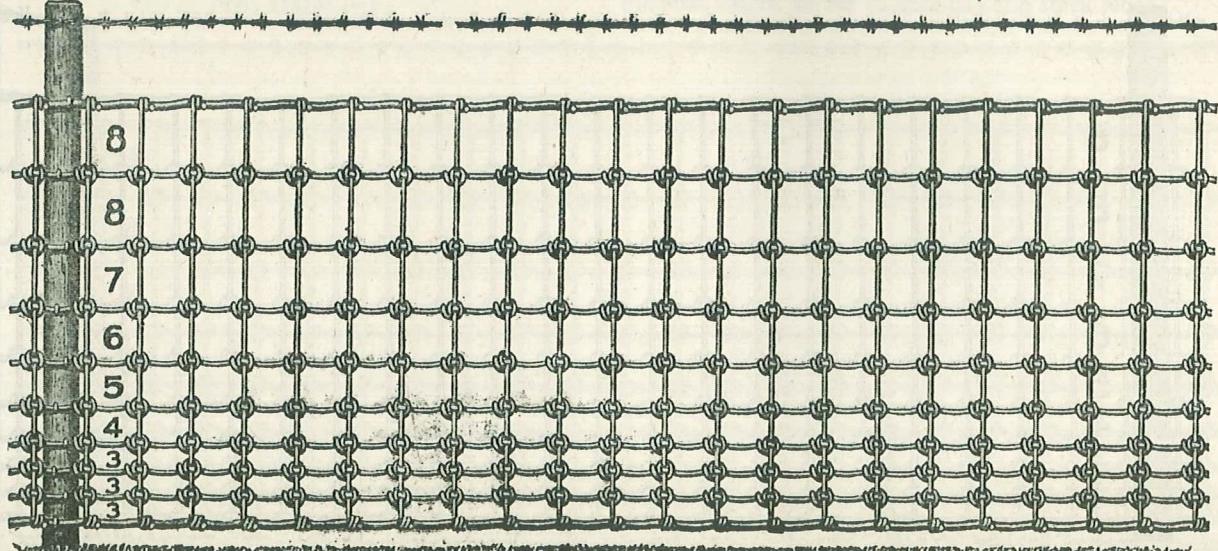
20 Rods	30 Rods	40 Rods
\$12.10	\$18.15	\$24.20

Heavy Specifications

Top wire No. 9; bottom wire No. 10; intermediate wires, No. 11; stay wires, No. 11, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

No. 01047-H

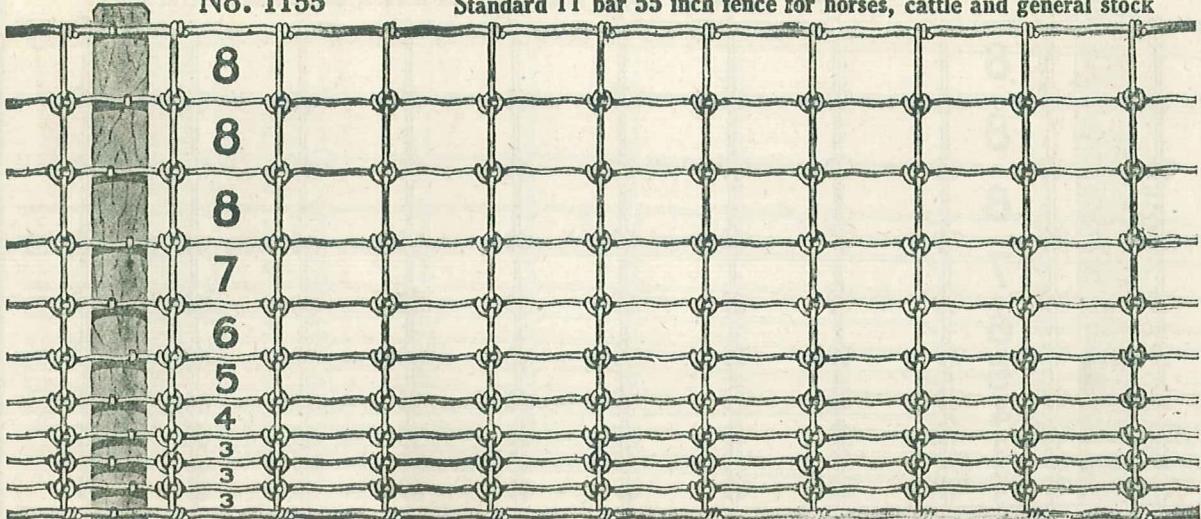
Heavy weight 10 bar 48 inch hog and stock fence



WE PAY THE FREIGHT

No. 1155

Standard 11 bar 55 inch fence for horses, cattle and general stock



No. 1155

41 3 Cts.
—
4 PER
ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$8.35	\$12.53	\$16.70

Standard Specifications

Top wire No. 9; bottom wire No. 10; intermediate wires, No. 12; stay wires, No. 12, spaced 12 inches apart (16 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more.

IT'S THE TEST OF TIME THAT COUNTS

Gentlemen:

I am sending you an order for \$23.52 worth of wire. I do not need to test your wire with blue vitriol as I have tested it with time. I put up a fence out of Brown Wire ten years ago and it has not even started to decay, at the same time I put up a fence of the — wire, and it is completely covered with rust.

Yours truly, F. E. DONOHO,
Keenes, Ills.

After all it's the test of time that counts—that's the kind of a test that interests you most. Remember Brown Fence must stand that test—it's guaranteed. If you feel at ANY TIME that Brown Fence owes you anything, just let me know—I'll make it right.

No. 01155

55 3 Cts.
—
4 PER
ROD

Made in 20, 30 and 40 Rod Rolls

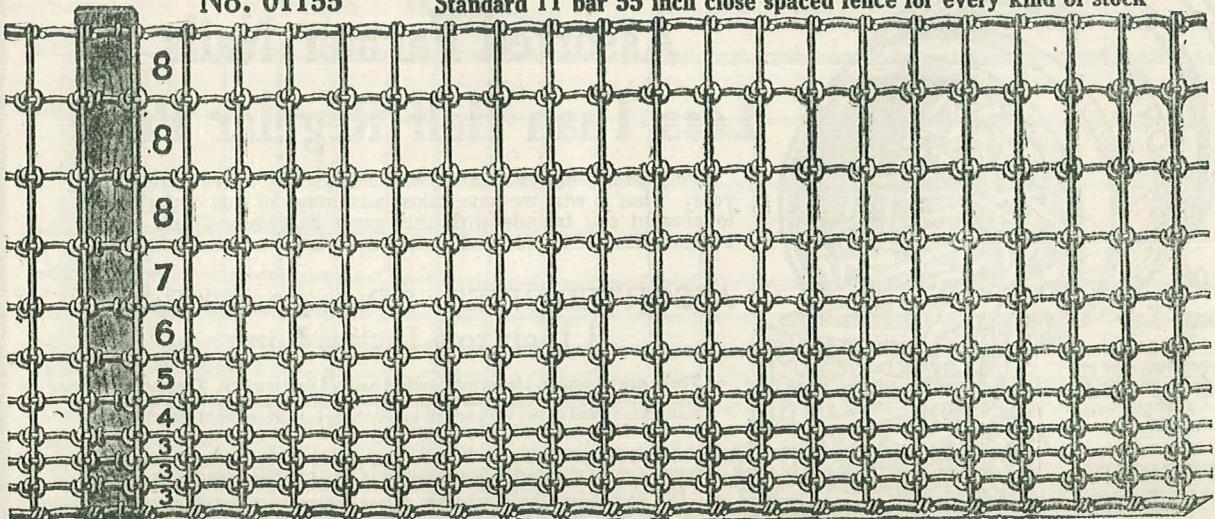
20 Rods	30 Rods	40 Rods
\$11.15	\$16.73	\$22.30

Standard Specifications

Top wire No. 9; bottom wire No. 10; intermediate wires, No. 12; stay wires, No. 12, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more.

No. 01155

Standard 11 bar 55 inch close spaced fence for every kind of stock

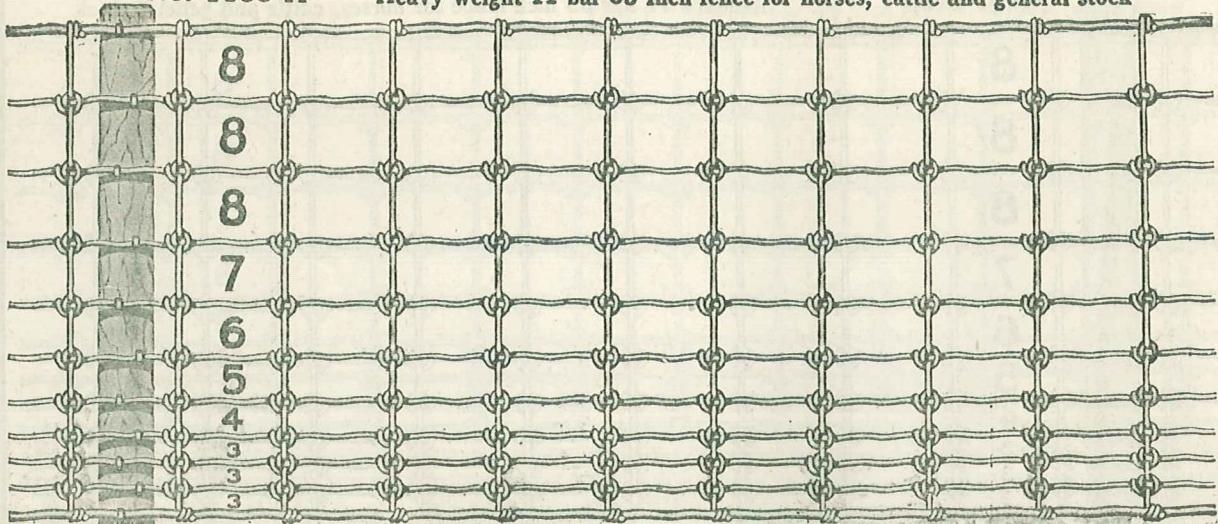


DIRECT FROM FACTORY

WE PAY THE FREIGHT

No. 1155-H

Heavy weight 11 bar 55 Inch fence for horses, cattle and general stock



Saved \$15.00 on \$24.61 Order
Harlan, Iowa.

Gentlemen:
I bought fence of you four years ago and it is fine and bright yet. I saved about fifteen dollars on this order.
Yours truly,
I. G. STEWART.

Saved \$12.20 on \$50.00 Order

Lizella, Ga., Rt. No. 2.

Gentlemen:
Received my order of fence a few days ago and it was all O. K. It cost me \$37.80 from your company and a great many people that saw it said it would have cost me \$50.00 in our market.

Thanking you for your prompt shipment, I am,

Yours truly,
J. T. YOUNG.

No. 1155-H

**50 $\frac{1}{2}$ Cts.
PER
ROD**

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$10.10	\$15.15	\$20.20

Heavy Specifications

Top wire No. 9; bottom wire, No. 10; intermediate wires, No. 11; stay wires, No. 11, spaced 12 inches apart (16 to the Rod). All Double Galvanized Basic Open-Hearth Wire.

Saved \$9.28 on \$42.72 Order
Glenwood, Ala., Rt. 1, Box 45.

Gentlemen:
I received my barb wire and am well pleased. I have saved \$1.16 on the spool by buying from you and I think I will order one hundred dollars worth of hog wire some time in May.

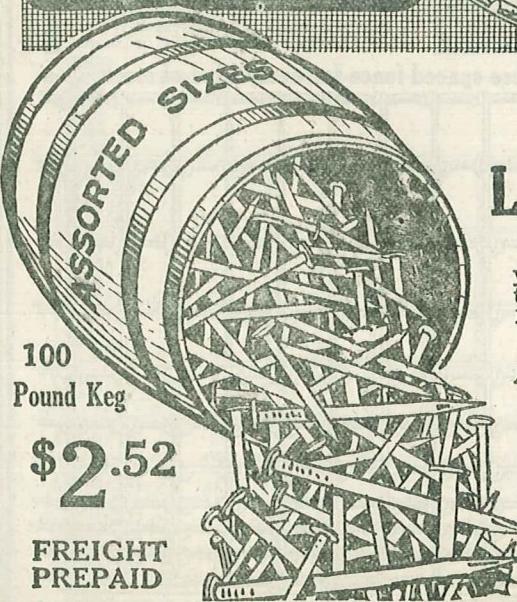
Yours truly,
D. S. TURMAN.

Saved \$20.00 on 140 Rods
Springfield, Tenn., R. F. D. No. 4.

Gentlemen:
I received my wire today and am more than pleased. I saved about \$20.00 on 140 rods on this purchase below what our merchants ask here.

I will need some more wire next spring and my aim is for it to come the BROWN way.

Yours truly,
G. F. SMITH.



Assorted Farmer Nails Less Than Half Regular Price

Every one of our customers uses nails many times during the year. That is why we have taken advantage of this opportunity to present our friends with this great bargain. Think of it. 100 lbs. assorted sizes and assorted varieties at this low price.

**ASSORTED SIZES—2 Penny to 60 Penny
1 Inch to 6 Inches Long**

These are all bright, clean, new perfect nails of first quality. They accumulated under the nail machines, and rather than bother sorting them to many kinds and sizes, we decided to put them into kegs containing 100 lbs. and get them out quickly by making an unheard of price.

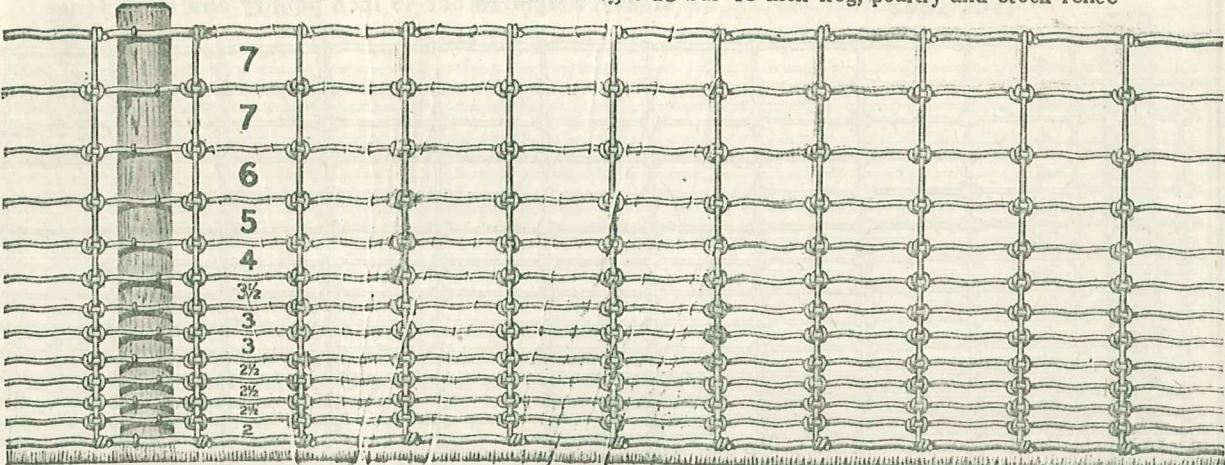
At this low price we must limit each customer to only 3 kegs because we want as many of our friends as possible to profit by this opportunity.

We do not sort these nails nor do we guarantee a certain number of any one kind in a keg. ORDER NOW—first come first served.

WE PAY THE FREIGHT

No. 1348

Medium weight 13 bar 48 inch hog, poultry and stock fence



No. 1348

40 Cts.
PER ROD

Made in 10, 20, 30, 40 Rod Rolls

10 Rods	20 Rods	30 Rods	40 Rods
\$4.00	\$8.00	\$12.00	\$16.00

Specifications

Top and bottom wires, No. 10; intermediate wires, No. 13; stay wires, No. 13, spaced 12 inches apart (16 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more.

HOW ABOUT
POULTRY
FENCING?

Gentlemen—

I purchased 160 rods of woven wire from you nine years ago and it is apparently as good today as when first put up and has not rusted a particle.

Yours truly,

L. LEE BARNES,
Evington, Va.

On pages 35 to 37 and 47 to 57 inclusive you will find the best line of poultry fencing in the country—more styles to select from than you would find in a dozen stores. The quality and prices are both just what you are looking for.

No. 01348

51 1 Cts.
PER
4 ROD

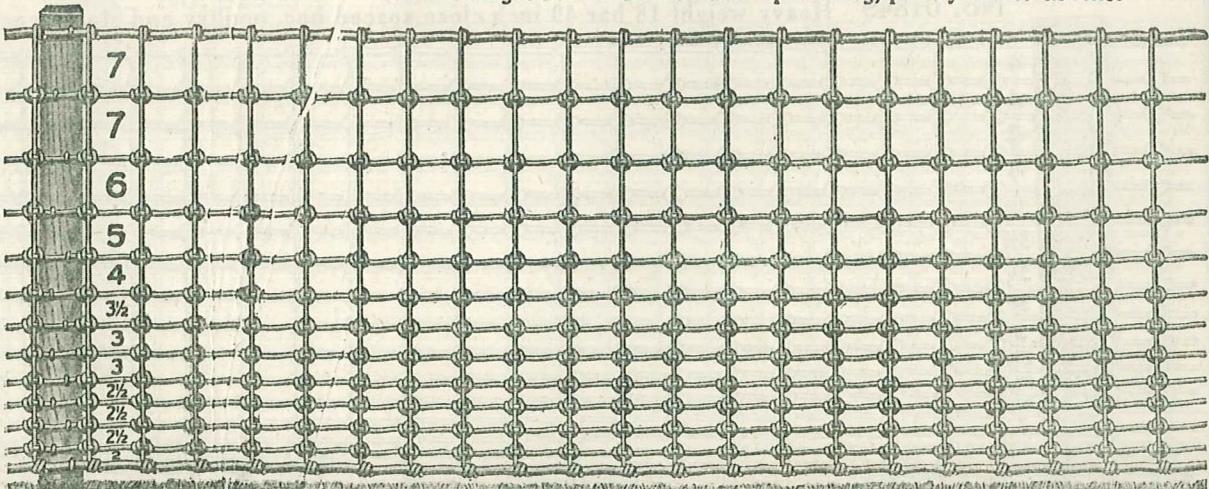
Made in 10, 20, 30, 40 Rod Rolls

10 Rods	20 Rods	30 Rods	40 Rods
\$5.13	\$10.25	\$15.38	\$20.50

Specifications

Top and bottom wires, No. 10; intermediate wires, No. 13; stay wires, No. 13, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more.

No. 01348 Medium weight 13 bar 48 inch close spaced hog, poultry and stock fence

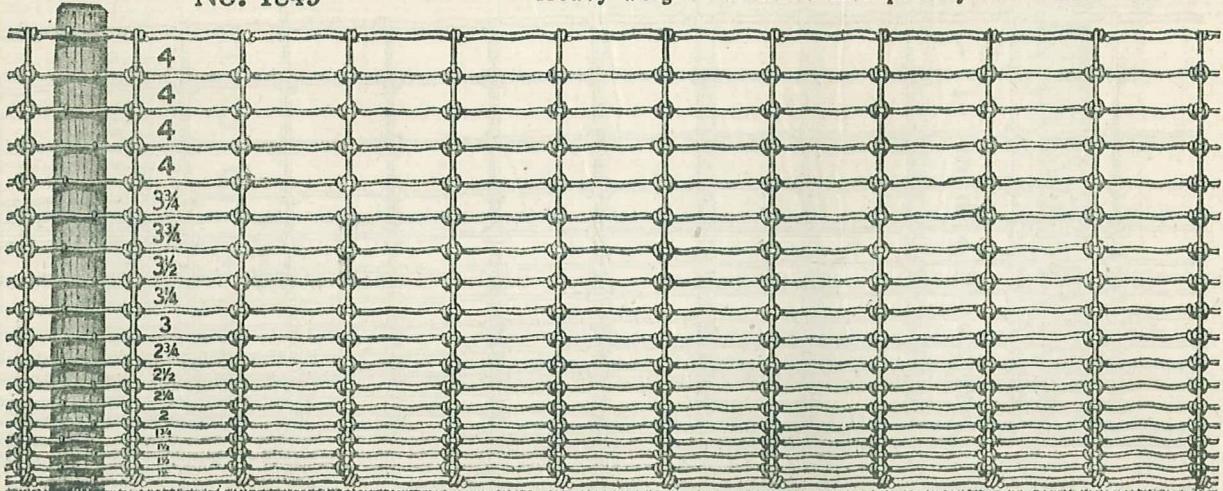


DIRECT FROM FACTORY

WE PAY THE FREIGHT

No. 1849

Heavy weight 18 bar 49 inch poultry and stock fence



No. 1849

55 3 Cts.
4 PER ROD

Made in 10, 20, 30, 40 Rod Rolls

10 Rods	20 Rods	30 Rods	40 Rods
\$5.58	\$11.15	\$16.73	\$22.30

Standard Specifications

Top wire No. 9; bottom wire No. 10; intermediate wires, No. 12 $\frac{1}{2}$; stay wires, No. 12 $\frac{1}{2}$, spaced 12 inches apart (16 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

\$20.00
A MINUTE
FOR THIS MAN

Gentlemen:

My carload of wire arrived the third of June in good condition, and I am well pleased with it.

I thank you for your prompt shipment and courteous treatment. I saved at least \$200.00 by ordering my wire from you.

Again thanking you and wishing you continued success, I remain,

Yours very truly,
C. V. HOGAN, Saline, Mo.

It only took Mr. Hogan 10 minutes to write up his order for a carload of Brown fence. He saved \$200.00 or \$20 a minute for his time. You may not want a carload, but your saving will be the same in proportion.

No. 01849

70 3 Cts.
4 PER ROD

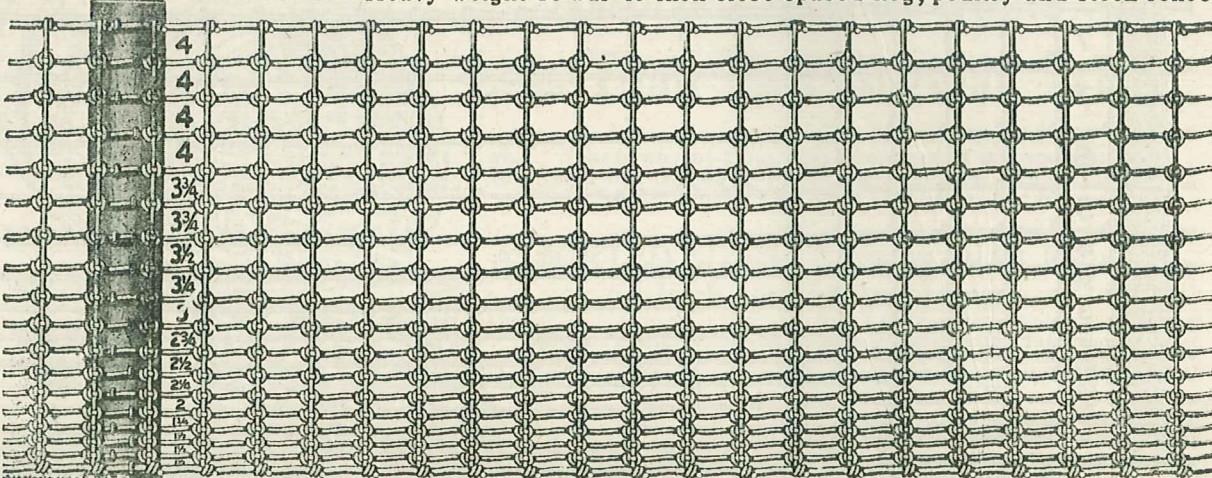
Made in 10, 20, 30, 40 Rod Rolls

10 Rods	20 Rods	30 Rods	40 Rods
\$7.08	\$14.15	\$21.23	\$28.30

Standard Specifications

Top wire No. 9; bottom wire No. 10; intermediate wires, No. 12 $\frac{1}{2}$; stay wires, No. 12 $\frac{1}{2}$, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

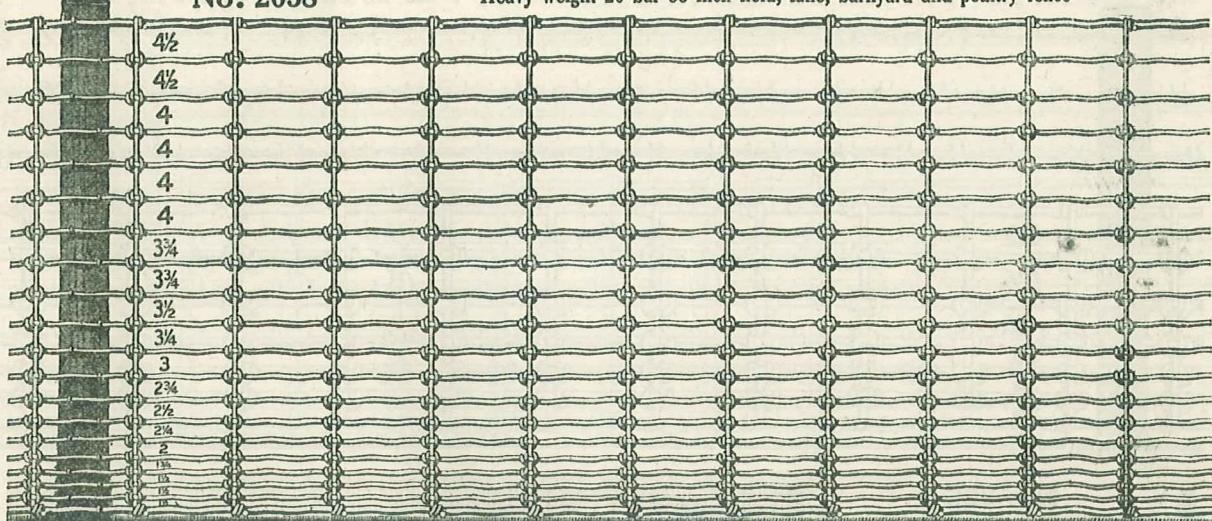
No. 01849 Heavy weight 18 bar 49 inch close spaced hog, poultry and stock fence



WE PAY THE FREIGHT

No. 2058

Heavy weight 20 bar 58 inch field, lane, barnyard and poultry fence



No. 2058

63 $\frac{1}{4}$ Cts.
PER
ROD

Made in 10, 20, 30, 40 Rod Rolls

10 Rods	20 Rods	30 Rods	40 Rods
\$6.33	\$12.65	\$18.98	\$25.30

Standard Specifications

Top wire No. 9; bottom wire No. 10; intermediate wires, No. 12 $\frac{1}{2}$; stay wires, No. 12 $\frac{1}{2}$; spaced 12 inches apart (16 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

HE'S FROM
MISSOURI AND HAD
TO BE SHOWN

Gentlemen:—

I received my fence yesterday O. K. and was sure pleased to get it for it looks good to me and I saved \$29.00 by ordering from you instead of buying here.

Your customer,

WM. T. GREATHOUSE,

Salem, Mo.

Be sure you are right, then go ahead, is mighty good advice, whether it is in choosing fencing or some other business adventure. A safe guide to follow is the experience of others. More than 500,000 farmers have proved that when it comes to fencing there's only one place to buy it—that's from Brown.

No. 02058

81 Cts.
PER
ROD

Made in 10, 20, 30, 40 Rod Rolls

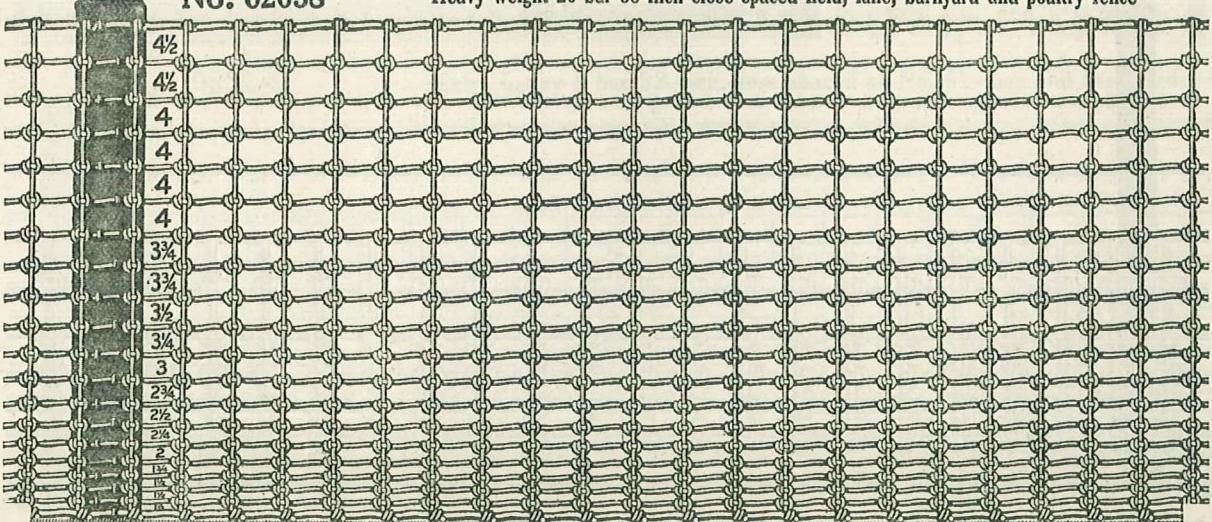
10 Rods	20 Rods	30 Rods	40 Rods
\$8.10	\$16.20	\$24.30	\$32.40

Standard Specifications

Top wire No. 9; bottom wire No. 10; intermediate wires, No. 12 $\frac{1}{2}$; stay wires, No. 12 $\frac{1}{2}$, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

No. 02058

Heavy weight 20 bar 58 inch close spaced field, lane, barnyard and poultry fence

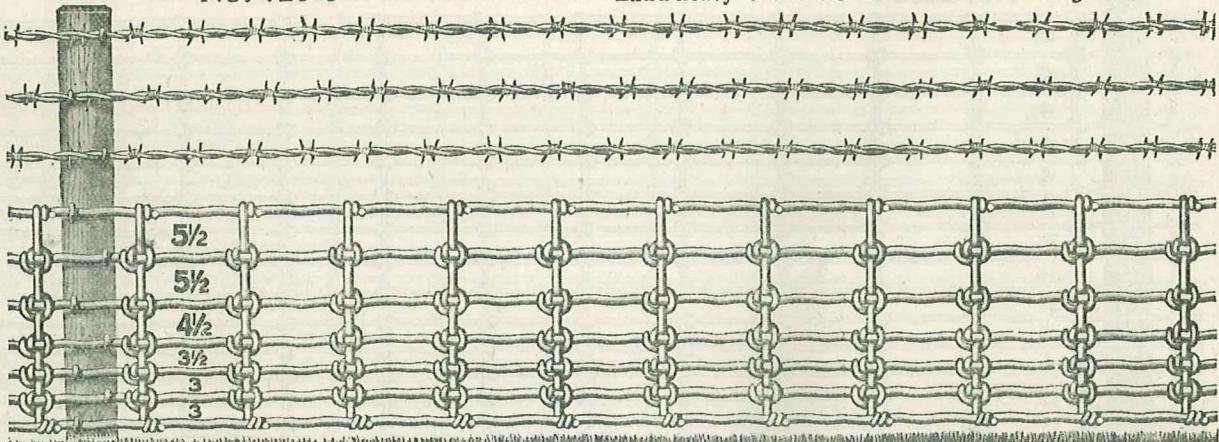


DIRECT FROM FACTORY

WE PAY THE FREIGHT

No. 726-9

Extra heavy 7 bar 26 inch all No. 9½ hog fence



No. 726-9

38 $\frac{1}{4}$ Cts.
PER ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$7.65	\$11.48	\$15.30

Extra Heavy Specifications

Top and bottom wires, No. 9½; intermediate wires, No. 9½; stay wires, No. 9½, spaced 12 inches apart (16 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

YOU TOO
WILL BE PLEASED
WITH BROWN FENCE

Gentlemen:—

I bought 100 rods of fencing from you 15 years ago and it is standing today like a stone wall. The fence has not rusted and is in excellent shape. I expect to send you another order soon and would like to have your catalog.

J. B. ADAMS, Waco, Ky.

You take no risk with Brown Fence, once up it's up to stay—no extra expense for years. It's the best and surest buy when in the market for fencing.

No. 0726-9

50 $\frac{1}{4}$ Cts.
PER ROD

Made in 20 and 30 Rod Rolls

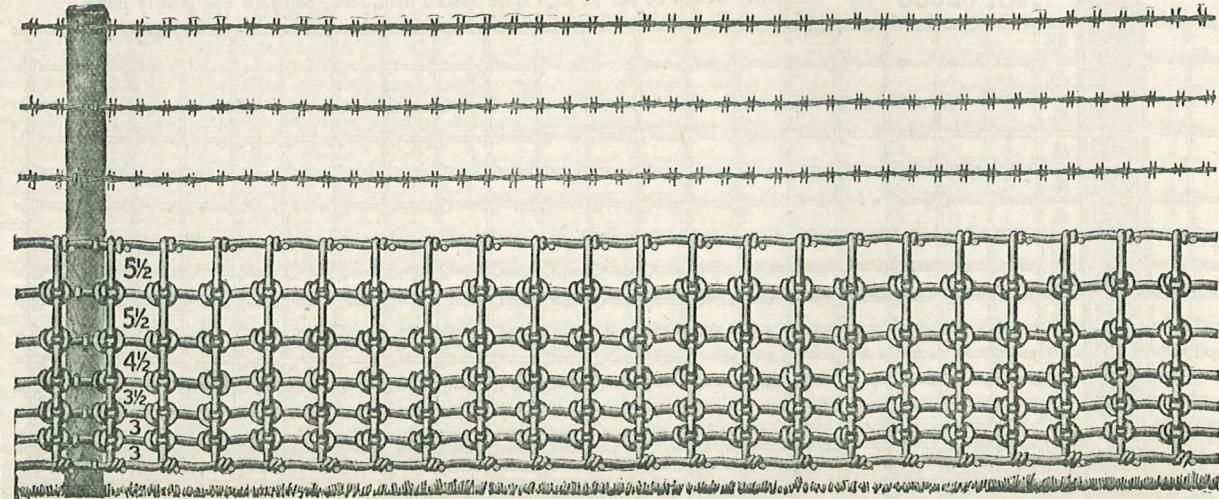
20 Rods	30 Rods
\$10.05	\$15.08

Extra Heavy Specifications

Top and bottom wires, No. 9½; intermediate wires, No. 9½; stay wires, No. 9½, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

No. 0726-9

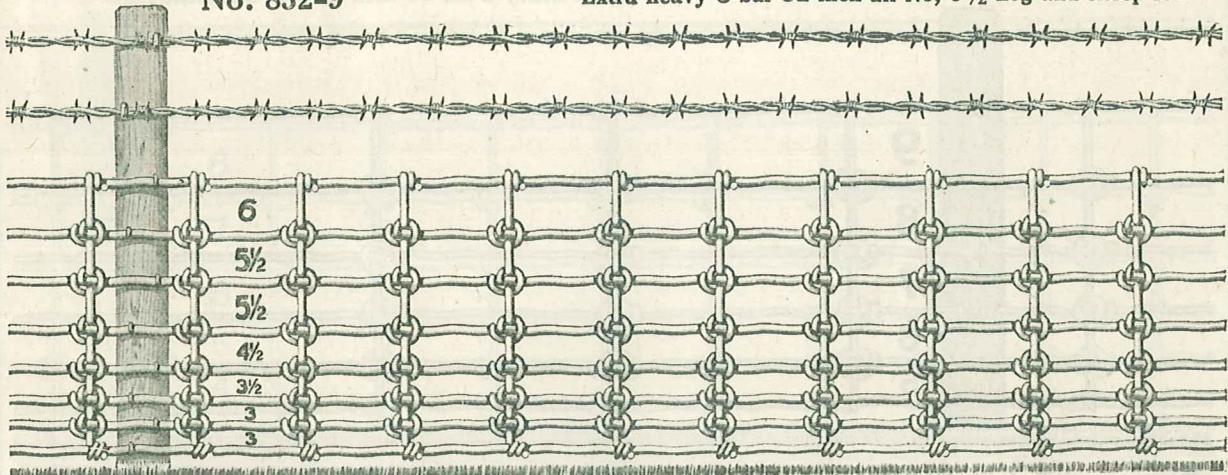
Extra heavy 7 bar 26 inch close spaced all No. 9½ hog fence



WE PAY THE FREIGHT

No. 832-9

Extra heavy 8 bar 32 inch all No, 9½ hog and sheep fence



No. 832-9

44 1 Cts.
2 PER ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$8.90	\$13.35	\$17.80

Extra Heavy Specifications

Top and bottom wires, No. 9½; intermediate wires, No. 9½; stay wires, No. 9½, spaced 12 inches apart (16 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

YES! OUR QUALITY IS STILL
THE SAME

Some 18 years ago I made a purchase of hog fence from you and erected same immediately around hog pasture. The ground is very hilly and portions of the low wire has been covered with soil ever since I built the fence. There is no rust on any part of the fence, which apparently, is as good today as the day it was built.

In view of such quality I turn to the same firm when I am in the market for more fence, trusting that you are maintaining the same standard of quality as you did at that time.

Yours truly,
FRANK A. MATTSON,
Watertown, Minn.

No. 0832-9

59 1 Cts.
4 PER ROD

Made in 20 and 30 Rod Rolls

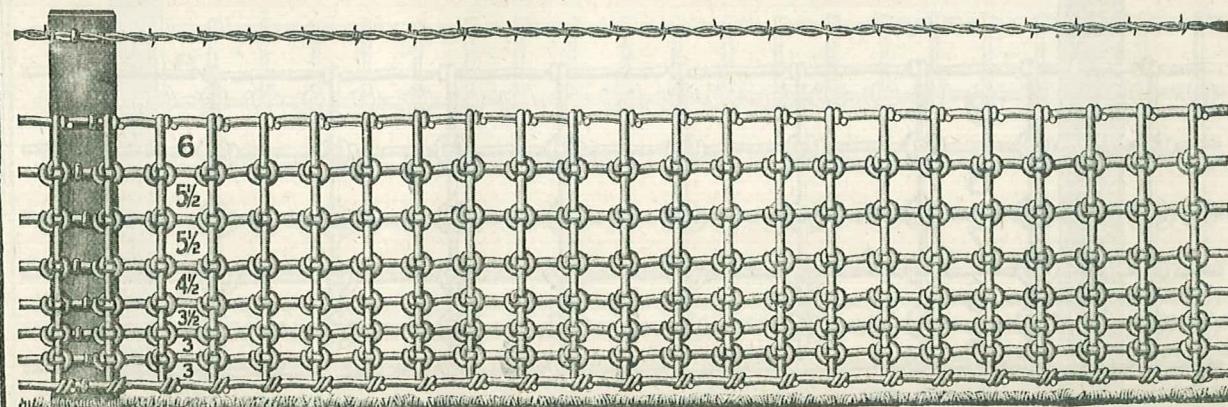
20 Rods	30 Rods
\$11.85	\$17.78

Extra Heavy Specifications

Top and bottom wires, No. 9½; intermediate wires, No. 9½; stay wires, No. 9½, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

No. 0832-9

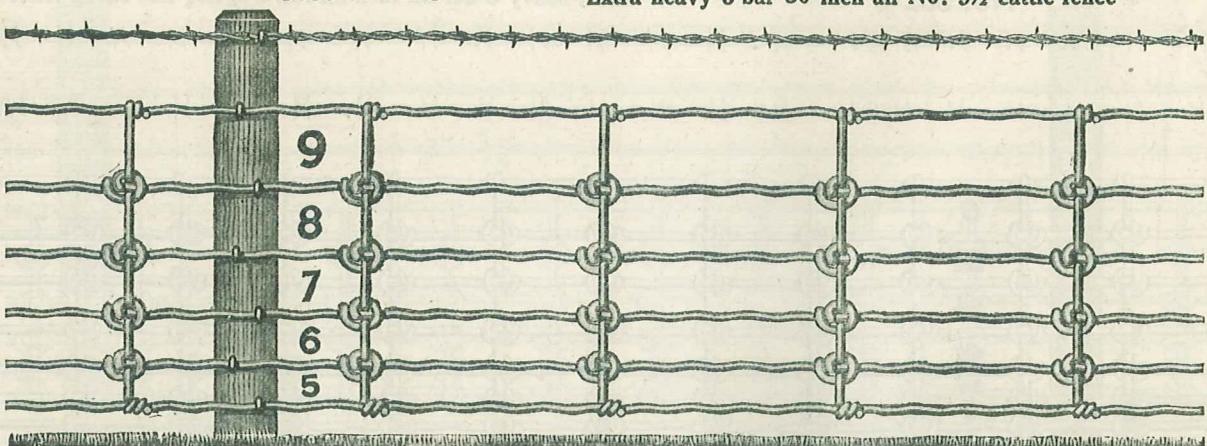
Extra heavy 8 bar 32 inch close spaced all No. 9½ hog and sheep fence



WE PAY THE FREIGHT

No. 635-A9

Extra heavy 6 bar 36 inch all No. 9½ cattle fence



No. 635-A9

28 1 Cts.
—
4 PER ROD

Made in 20, 30 and 40 Rod Roll.

20 Rods	30 Rods	40 Rods
\$5.65	\$8.48	\$11.30

Extra Heavy Specifications

Top and bottom wires, No. 9½; intermediate wires, No. 9½; stay wires, No. 9½, spaced 7 to the rod. All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more

I'LL SHIP YOUR
ORDER PROMPTLY

Gentlemen:—

I have received the order of fencing you sent me and I must say that it came in good time. I put up 60 rods of the fence today and I would refuse \$100 in gold for the fence. Every farmer who has seen the fence likes it fine and they want to know where they can get some like it.

Thanks for your prompt and honest treatment and for sending me such a good fence.

Yours truly,
JAS. K. JOHNSON,
Allisona Tenn.

You can order the style of fence you want right in your own home without leaving your easy chair, and I'll guarantee to get it to you without any unnecessary delay. We pride ourselves on our promptness.

No. 635-B9

34 1 Cts.
—
2 PER ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$6.90	\$10.35	\$13.80

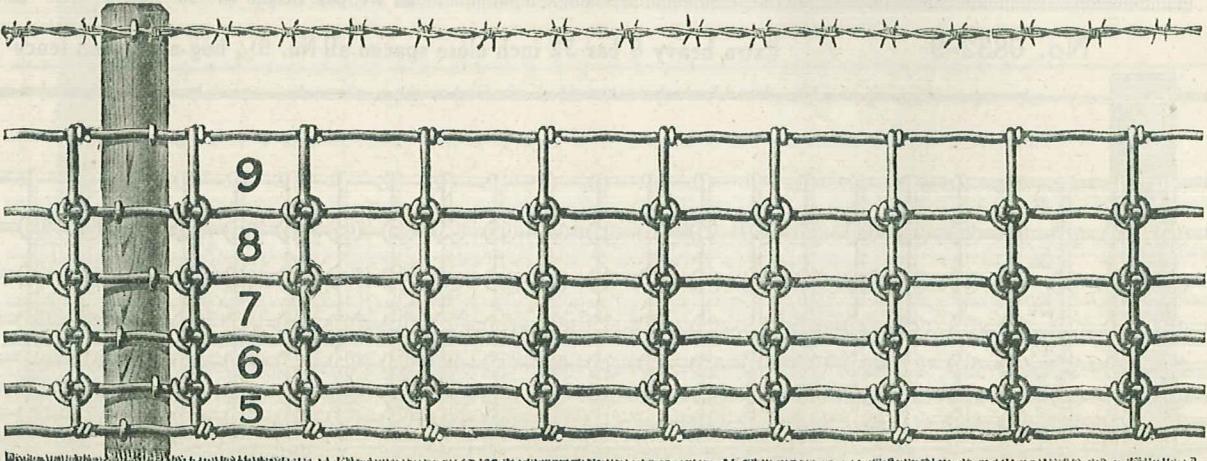
Extra Heavy Specifications

Top and bottom wires, No. 9½; intermediate wires, No. 9½; stay wires, No. 9½, spaced 14 to the rod. All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more

No. 635-B9

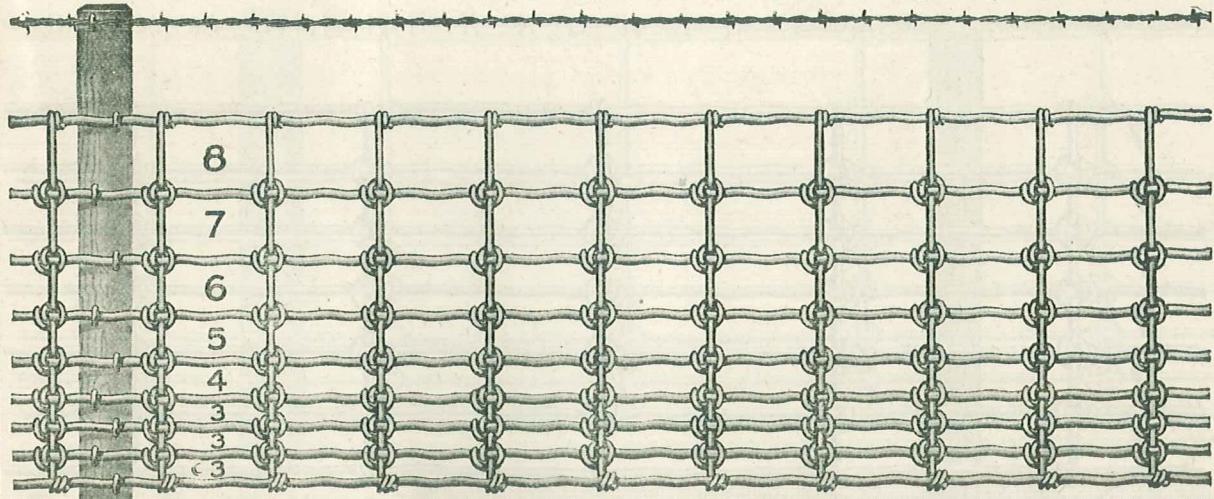
Extra heavy 6 bar 36 inch all No. 9½ sheep and cattle fence



WE PAY THE FREIGHT

No. 939-9

Extra heavy 9 bar 39 inch all No. 9½ hog, sheep and cattle fence



No. 939-9

50 Cts.
PER
4 ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$10.15	\$15.23	\$20.30

Extra Heavy Specifications

Top and bottom wires, No. 9½; intermediate wires, No. 9½; stay wires, No. 9½, spaced 12 inches apart (16 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

KEEP YOUR
STOCK WHERE
YOU WANT THEM

Gentlemen:—

I don't have to test your wire as I got 120 rods of it before—5 or 6 years ago. Several farmers and myself looked at it the other day. It is erected on damp ground around a lake and it does not rust nor break nor have any of my hogs been able to go through the fence. I have two other kinds of wire in the same pasture and the pigs get through them whenever they please. I showed those who looked at my fence the difference and they all had to say that the Brown fence is the best. For myself, I believe it cannot be beat and I hope to see the day when the entire ranch will be fenced with it.

From my experience I sure will be a Brown Booster.
Yours truly THOS. ROBERTS,
Conconully, Wash.

No. 0939-9

70 Cts.
PER
ROD

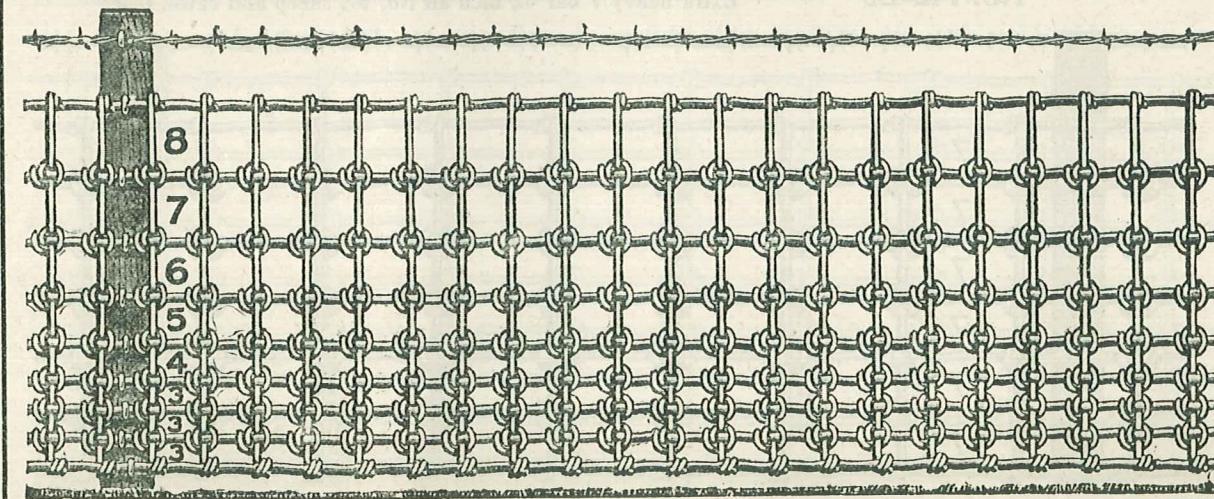
Made in 20 and 30 Rod Rolls

20 Rods	30 Rods
\$14.00	\$21.00

Extra Heavy Specifications

Top and bottom wires, No. 9½; intermediate wires, No. 9½; stay wires, No. 9½, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

No. 0939-9 Extra heavy 9 bar 39 inch all No. 9½ close spaced hog, sheep and cattle fence

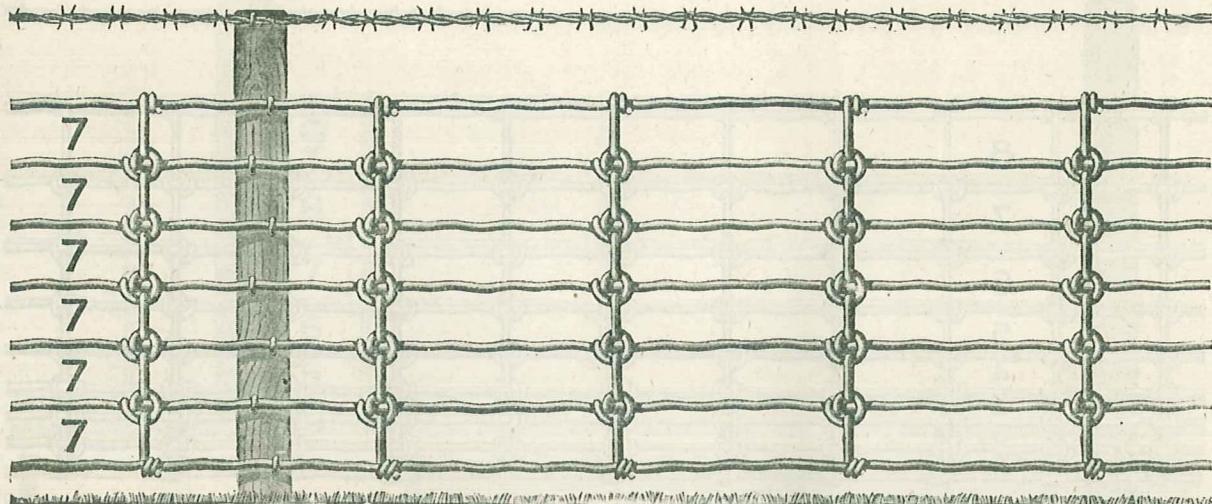


DIRECT FROM FACTORY

WE PAY THE FREIGHT

No. 742-A9

Extra heavy 7 bar 42 inch all No. 9½ cattle fence for large enclosures



No 742-A9

33 1 Cts.
2 PER ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$6.70	\$10.05	\$13.40

Extra Heavy Specifications

Top and bottom wires, No. 9½; intermediate wires, No. 9½; stay wires, No. 9½, spaced 7 to the rod. All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more

TEST THE WIRE!

WE repeat, again and again, test the wire! When anyone else says "Brown Fence can't be good at the low prices he asks"—test the wire! J. K. Woodruff, of Kendallyville, Ind. writes: "Your catalogue with sample of wire received. I have made the acid test on that sample as well as some others. I find that your wire stands the test better than any other I have tried."

Good galvanizing is the life of the fence. Brown Fence is double galvanized.

No. 742-B9

40 3 Cts.
4 PER ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$8.15	\$12.23	\$16.30

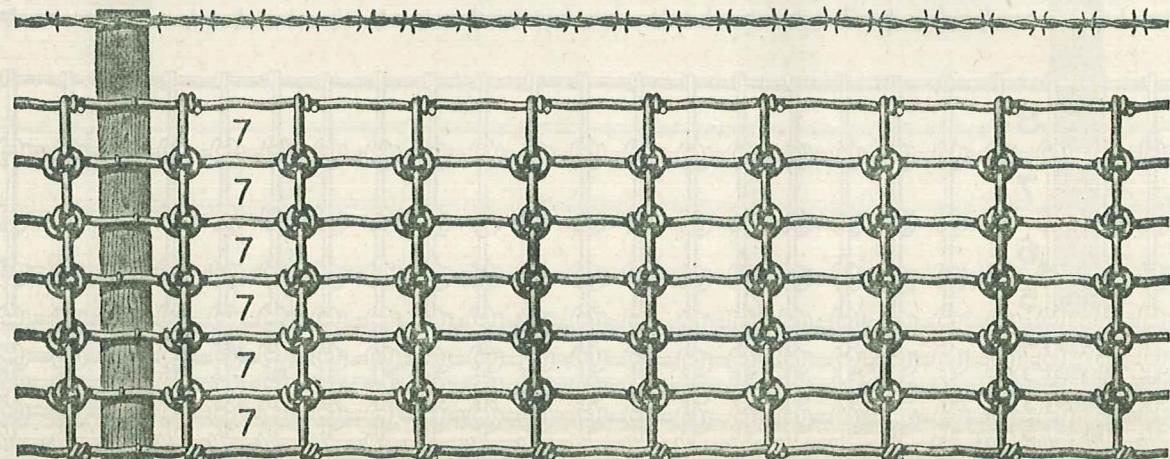
Extra Heavy Specifications

Top and bottom wires, No. 9½; intermediate wires, No. 9½; stay wires, No. 9½, spaced 14 to the rod. All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more

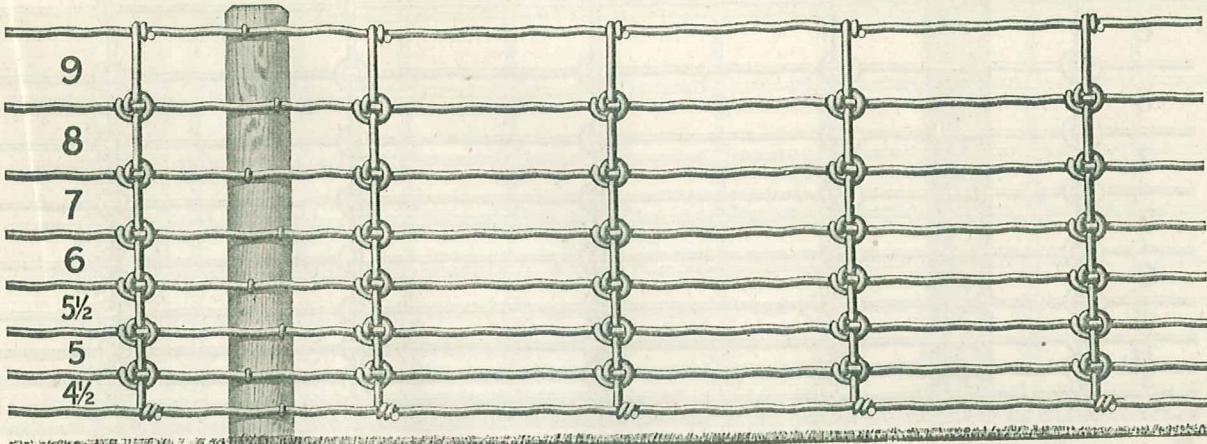
No. 742-B9

Extra heavy 7 bar 42 inch all No. 9½ sheep and cattle fence



WE PAY THE FREIGHT

No. 845-A9 Extra heavy 8 bar 45 inch all No. 9½ cattle and stock fence



No. 845-A9

37 Cts.
PER
ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$7.40	\$11.10	\$14.80

Extra Heavy Specifications

Top and bottom wires, No. 9½; intermediate wires, No. 9½; stay wires, No. 9½, spaced 7 to the rod. All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more

LET'S GET TOGETHER
ON THIS FENCE
"QUESTION"

Gentlemen:—

We received the fence we ordered from you and are very much pleased with same. It has the appearance of durability and neatness. Besides, we saved 12 cents a rod in buying from you. You can refer anyone to us in regard to your fence and your honest treatment.

Thanking you for the promptness in handling our order, we are,

Yours very truly,
CECIL & SWENSON,
Colman, S. D., Rt. No. 12.

I was raised on a farm. I know the kind of fences you want on your farm. I have used this knowledge in building Brown fence—that's why it's the kind of fence that gives the best satisfaction.

No. 845-B9

45 1 Cts.
2 PER
ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$9.10	\$13.65	\$18.20

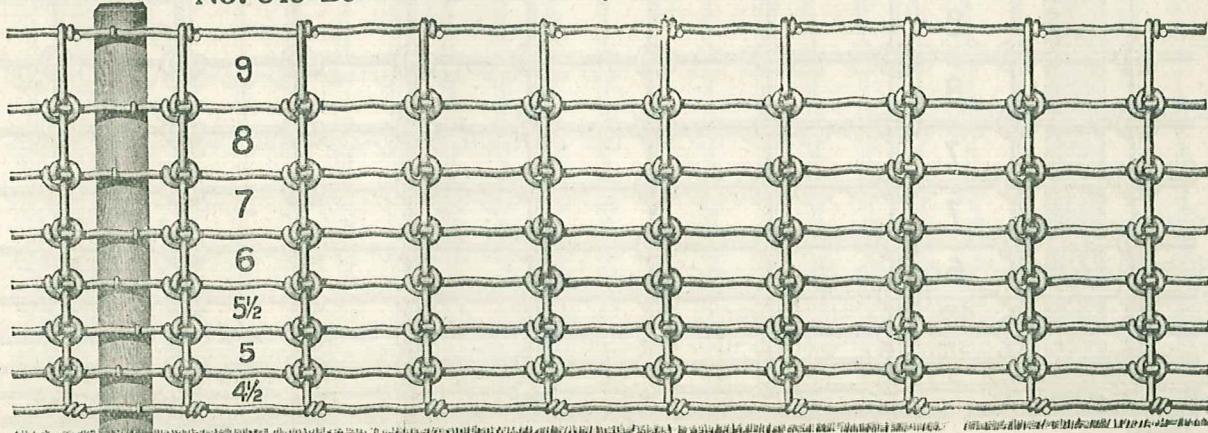
Extra Heavy Specifications

Top and bottom wires, No. 9½; intermediate wires, No. 9½; stay wires, No. 9½, spaced 14 to the rod. All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more

No. 845-B9

Extra heavy 8 bar 45 inch all No. 9½ cattle and field fence

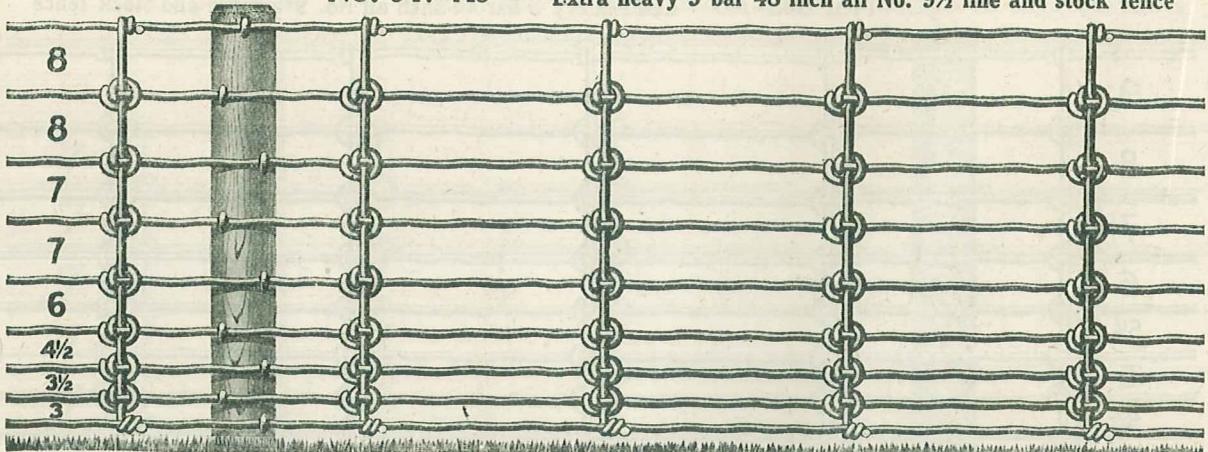


DIRECT FROM FACTORY

WE PAY THE FREIGHT

No. 947-A9

Extra heavy 9 bar 48 inch all No. 9½ line and stock fence



No. 947-A9

44 $\frac{1}{4}$ Cts.
PER
ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$8.85	\$13.28	\$17.70

Extra Heavy Specifications

Top and bottom wires, No. 9½; intermediate wires, No. 9½; stay wires, No. 9½, spaced 7 to the rod. All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more

FENCE YOU WILL BE PROUD OF

June 13, 1921.

Gentlemen:—

It may be interesting to you to know that I bought and erected a fence of yours just 13 years and 14 days ago. It is standing good and strong today. I set up this fence in Stoneham, Mass., and now I want one for my property here in Beverly.

Yours truly,

H. C. HAY,
678 Cabot St.,
Beverly, Mass.

Every strand of No. 9½ wire stands a breaking strain of 2,000 to 2,400 pounds. Use extra Heavy fence for your bull pens and paddocks.

No. 947-B9

52 $\frac{1}{2}$ Cts.
PER
ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$10.50	\$15.75	\$21.00

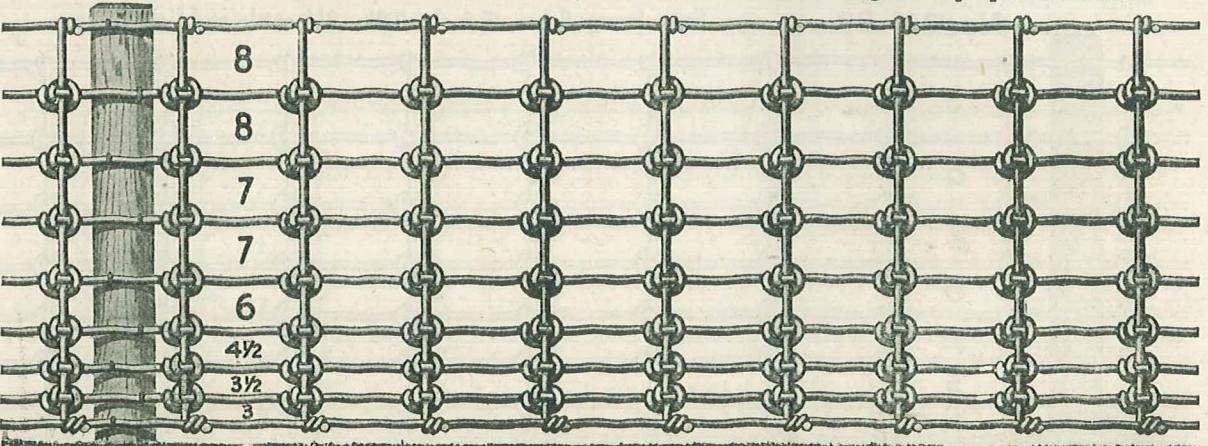
Extra Heavy Specifications

Top and bottom wires, No. 9½; intermediate wires, No. 9½; stay wires, No. 9½, spaced 14 to the rod. All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more

No. 947-B9

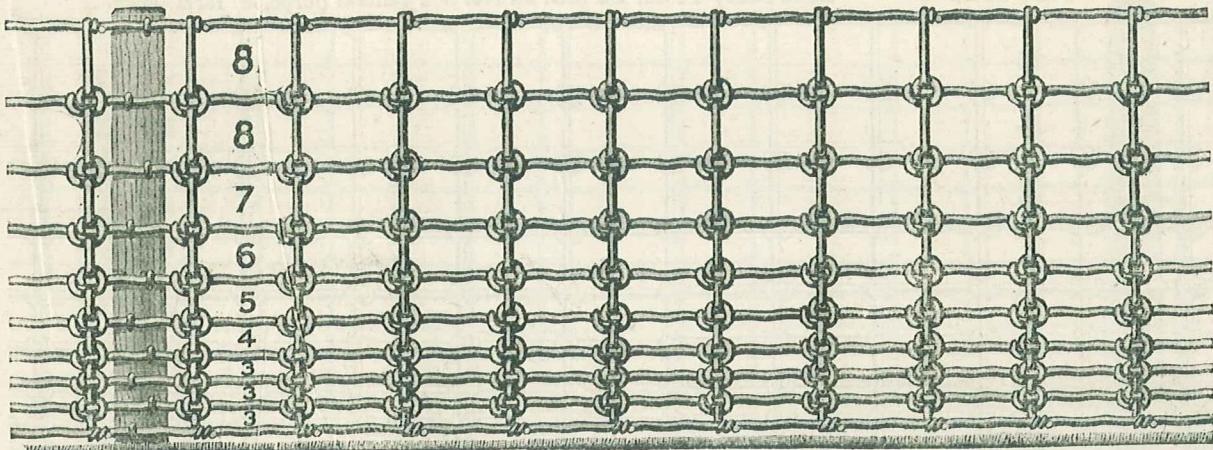
Extra heavy 9 bar 48 inch all No. 9½ general purpose farm fence



WE PAY THE FREIGHT

No. 1047-9

Extra heavy 10 bar 48 inch all No. 9½ general purpose farm fence



No. 1047-9

58 Cts.
PER
ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$11.60	\$17.40	\$23.20

Extra Heavy Specifications

Top and bottom wires, No. 9½; intermediate wires, No. 9½; stay wires, No. 9½, spaced 12 inches apart (16 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

MY LOW PRICES
ARE ALL YOU PAY

Gentlemen:—

I have one mile of your fencing on my place and am going to put up more of it. It is by far the best fence I can get and a lot cheaper. Your system of paying the freight is good—no guesswork about what it will cost laid down at my station.

Yours truly,

CARL L. ERICKSON,
Pierz, Minn. Rt. No. 3, Box 35.

The low prices quoted in this catalog are all you pay. I pay all freight charges. I deliver fencing, gates or roofing at your freight station at the money-saving prices quoted in this catalog.

No. 01047-9

78 3 Cts.
4 PER
ROD

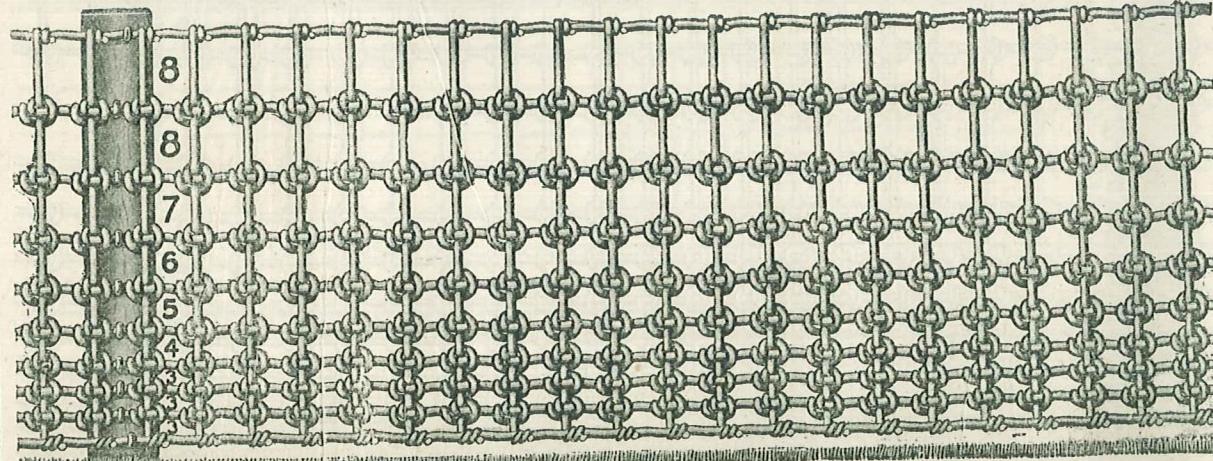
Made in 20 and 30 Rod Rolls

20 Rods	30 Rods
\$15.75	\$23.63

Extra Heavy Specifications

Top and bottom wires, No. 9½; intermediate wires, No. 9½; stay wires, No. 9½, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

No. 01047-9 Extra heavy 10 bar 48 inch close spaced all No. 9½ general purpose fence

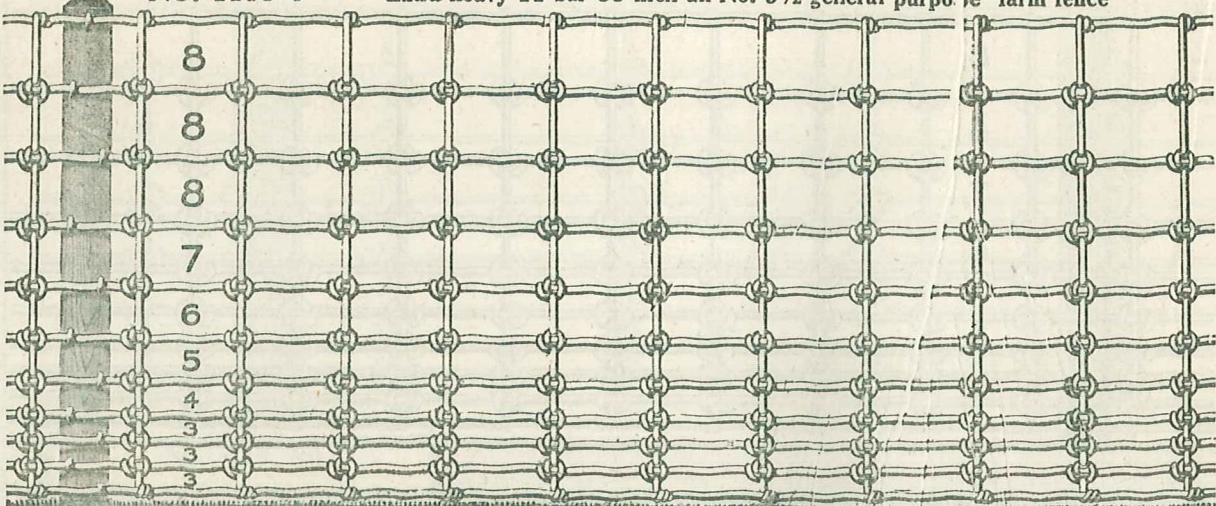


DIRECT FROM FACTORY

WE PAY THE FREIGHT

No. 1155-9

Extra heavy 11 bar 55 inch all No. 9½ general purpose farm fence



No. 1155-9

63 3 Cts.
— PER
4 ROD

Made in 20, 30 and 40 Rod Rolls

20 Rods	30 Rods	40 Rods
\$12.75	\$19.13	\$25.50

Extra Heavy Specifications

Top and bottom wires, No. 9½; intermediate wires, No. 9½; stay wires, No. 9½, spaced 12 inches apart (16 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

WHAT MORE COULD YOU ASK?

Gentlemen:—

I just received the fence and am perfectly delighted with it. I could not have got one as nice as this one here for three times the price.

Yours truly,

MRS. LOTTIE BEGELL,
100 Garfield Ave., Endicott, N. Y.

You can bank on a woman's judgment when it comes to estimating the value of a bargain. Mrs. Begell is convinced that when it comes to Fence Bargains Brown has all competitors backed off the boards.

No. 01358-9

1.02 3 Cts.
— PER
4 ROD

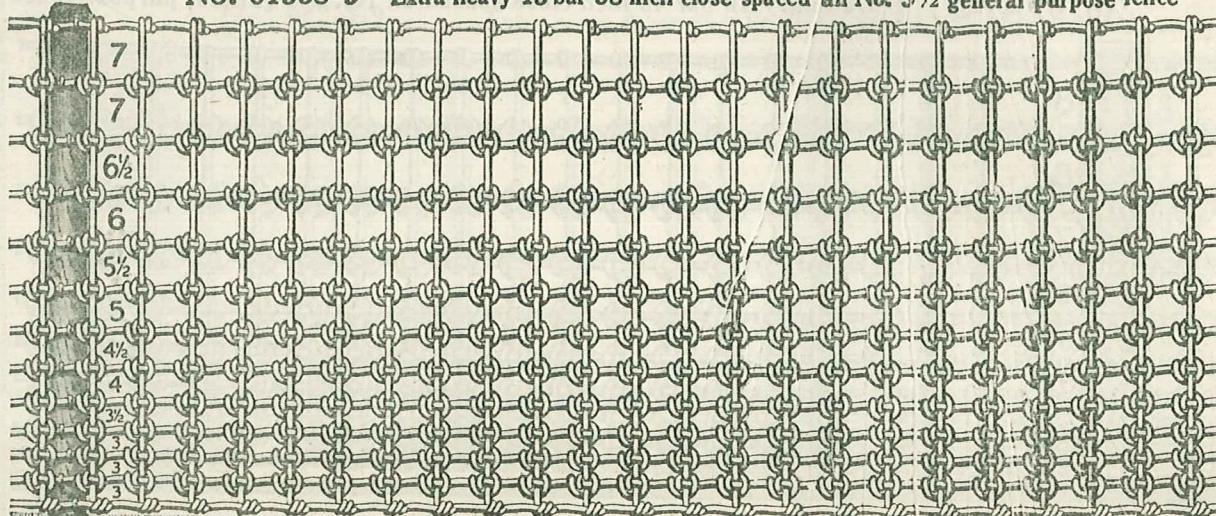
Made in 20 and 30 Rod Rolls

20 Rods	30 Rods
\$20.55	\$30.83

Extra Heavy Specifications

Top and bottom wires, No. 9½; intermediate wires, No. 9½; stay wires, No. 9½, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

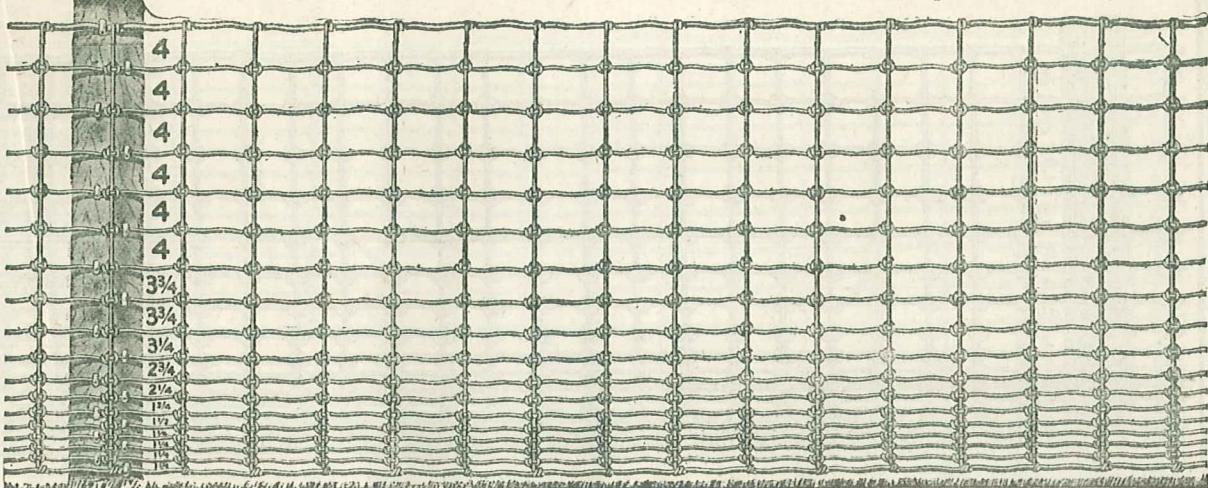
No. 01358-9 Extra heavy 13 bar 58 inch close spaced all No. 9½ general purpose fence



WE PAY THE FREIGHT

No. 1848

Brown 18 Bar 48 inch poultry fence



No. 1848

43 $\frac{1}{4}$ Cts.
PER
ROD

Made in 10, 20, 30, 40 Rod Rolls

10 Rods \$4.33 **20 Rods** \$8.65 **30 Rods** \$12.98 **40 Rods** \$17.30

Specifications

Top wire, No. 11; bottom wire, No. 12; intermediate wires, No. 14; stay wires, No. 14, spaced 8 inches apart (24 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more

**HOW CAN THEY HOPE
TO BEAT THIS VALUE?**

THEY cannot equal the quality because they don't know how to make as good wire—because they don't know how to properly double galvanize wire—because they don't have machines to weave the wire without injuring the galvanizing. At least if they do know, they are not doing it, which is worse.

Brown's prices are lower because he buys raw material in enormous quantities — because he pays the freight, and because he sells direct from the factory to tens of thousands of farmers every year.

No. 01848

48 $\frac{1}{2}$ Cts.
PER
ROD

Made in 10, 20, 30, 40 Rod Rolls

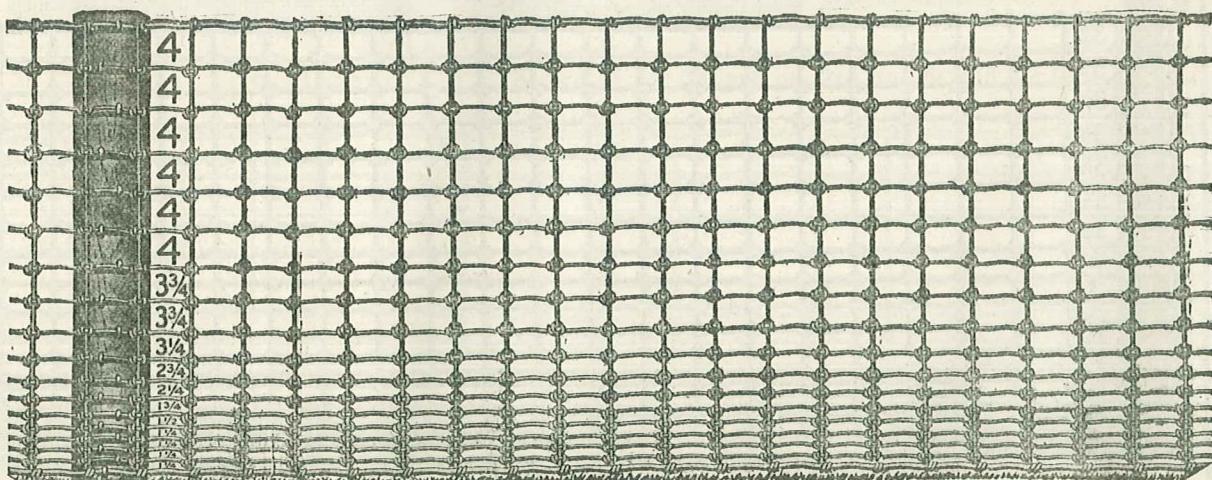
10 Rods	20 Rods	30 Rods	40 Rods
\$4.85	\$9.70	\$14.55	\$19.40

Specifications

Top wire No. 11; bottom wire, No. 12; intermediate wires, No. 14; stay wires, No. 14, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more.

No. 01848

Brown 18 bar 48 inch close spaced poultry and rabbit fence

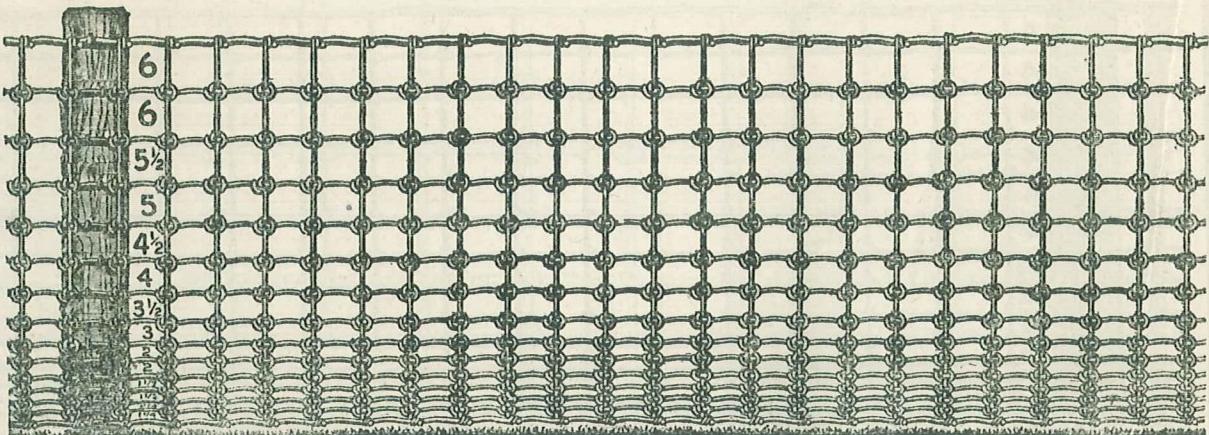


DIRECT FROM FACTORY

WE PAY THE FREIGHT

No. 01548

Brown 15 bar 48 inch close spaced poultry and rabbit fence



No. 01548

41 3 Cts
— PER
4 ROD

Made in 10, 20, 30, 40 Rod Rolls

10 Rods	20 Rods	30 Rods	40 Rods
\$4.18	\$8.35	\$12.53	\$16.70

Specifications

Top wire, No. 11; bottom wire, No. 12; intermediate wires, No. 14; stay wires, No. 14, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more

HERE'S A MIGHTY
INTERESTING LETTER
FROM S. S. MOYER!

MR. Samuel S. Moyer, Stouchburg, Pa., writes: "The fence I received from you five years ago is just as good today as the day I put it up. My neighbor put up a fence he bought from another company about three years later and his fence is all over rust, but he says he wants your fence next time. Your fence saved me 5 cents on every rod, besides it will last so much longer. A neighbor bought some of your fence two years ago, which is in fine condition."

No. 02048

52 Cts.
— PER
ROD

Made in 10, 20, 30, 40 Rod Rolls

10 Rods	20 Rods	30 Rods	40 Rods
\$5.20	\$10.40	\$15.60	\$20.80

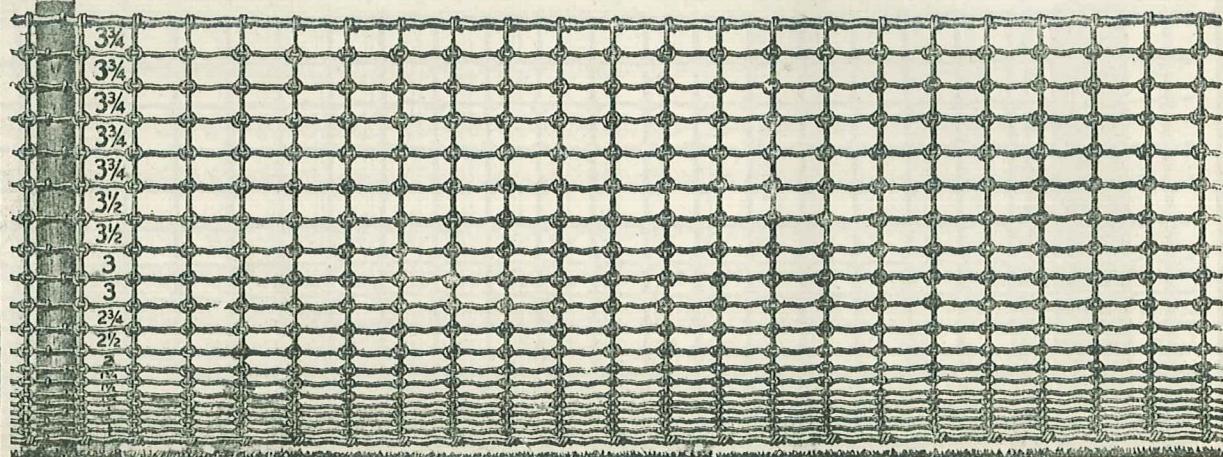
Specifications

Top wire, No. 11; bottom wire, No. 12; intermediate wires, No. 14; stay wires, No. 14, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more

No. 02048

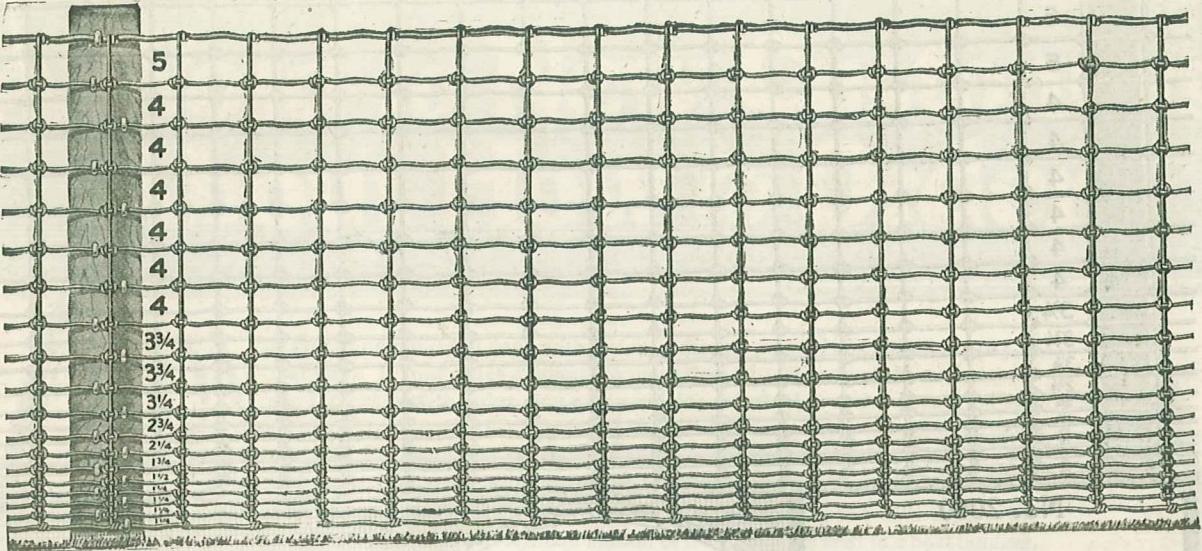
Brown 20 bar 48 inch close spaced poultry and rabbit fence



WE PAY THE FREIGHT

No. 1954

Brown 19 bar 54 inch poultry fence



No. 1954

46 1 Cts.
—
PER
2 ROD

Made in 10, 20, 30, 40 Rod Rolls

10 Rods	20 Rods	30 Rods	40 Rods
\$4.65	\$9.30	\$13.95	\$18.60

Specifications

Top wire, No. 11; bottom wire, No. 12; intermediate wires, No. 14; stay wires, No. 14, spaced 8 inches apart (24 to the Rod). All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more

WHY ARE
SOME FARMERS MORE
SUCCESSFUL THAN OTHERS?

Gentlemen:—

Received my order of fence promptly, and am certainly well pleased with it. You saved me 10 1/2 c per rod over local prices on woven Hog Fence and 75c per spool on barb wire, making \$58.43 saving in all.

Hoping to be able to favor you with another order some day, I am

Yours truly
E. D. MATHENY,
Okolona, Miss.

The successful farmer is the one who gets 100 cents worth of value for every dollar he spends. When it comes to fencing I guarantee to give you more for your money than you can get elsewhere.

We pay freight on 30 rods or more

No. 1536

35 3 Cts.
—
4 PER
ROD

Made in 10, 20, 30, 40 Rod Rolls

10 Rods	20 Rods	30 Rods	40 Rods
\$3.58	\$7.15	\$10.73	\$14.30

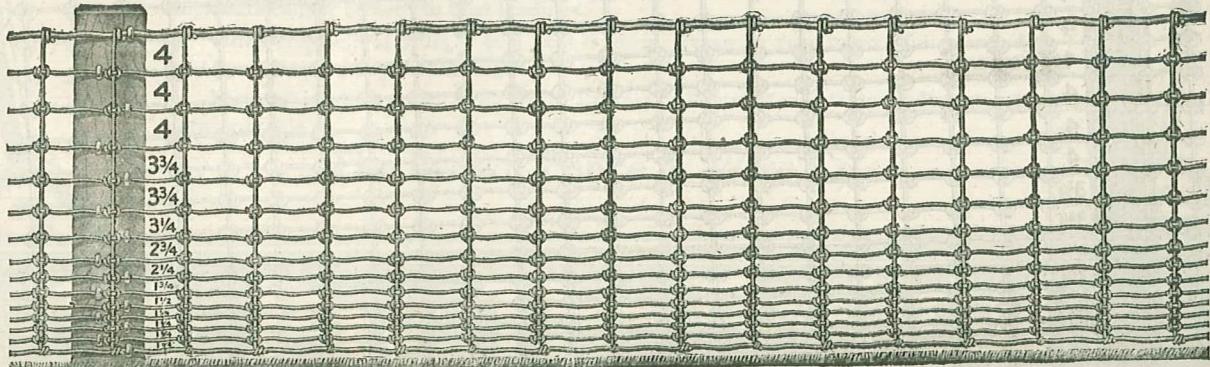
Specifications

Top wire, No. 11; bottom wire, No. 12; intermediate wires, No. 14; stay wires, No. 14, spaced 8 inches apart (24 to the Rod). All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more

No. 1536

Brown 15 bar 36 inch poultry, rabbit and pig fence

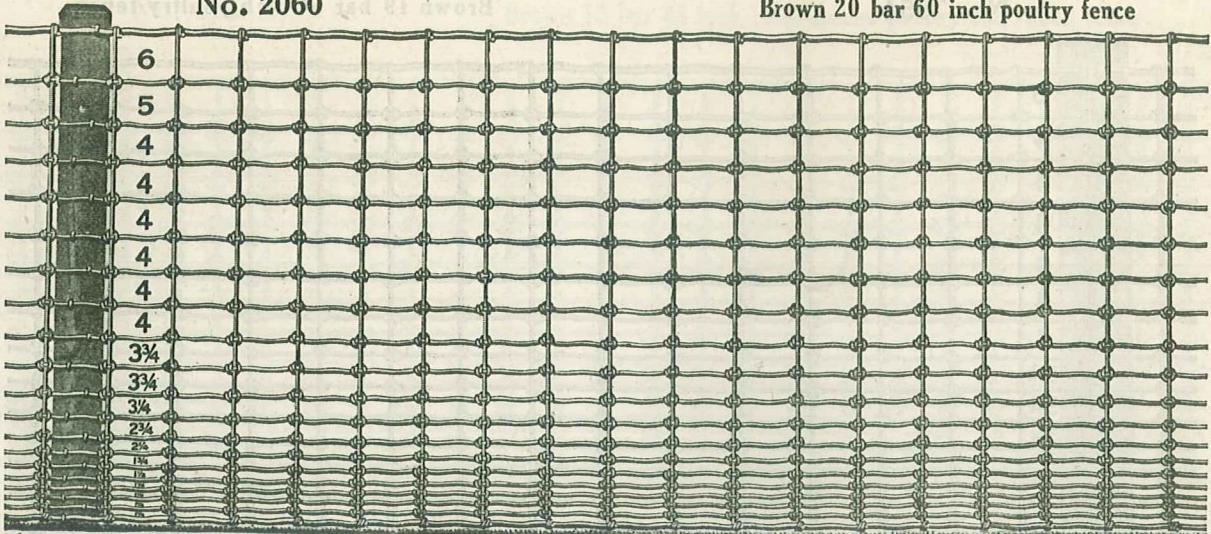


DIRECT FROM FACTORY

WE PAY THE FREIGHT

No. 2060

Brown 20 bar 60 inch poultry fence



No. 2060

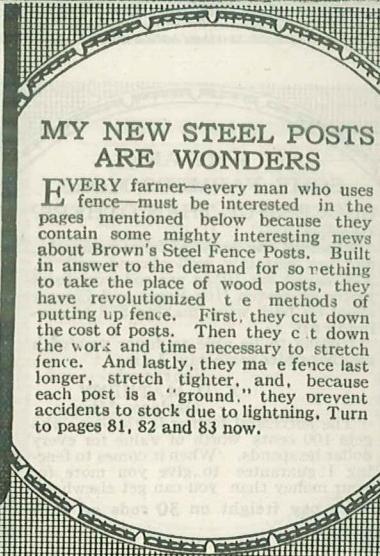
48 $\frac{3}{4}$ Cts.
PER
ROD

Made in 10, 20, 30, 40 Rod Rolls

10 Rods	20 Rods	30 Rods	40 Rods
\$4.88	\$9.75	\$14.63	\$19.50

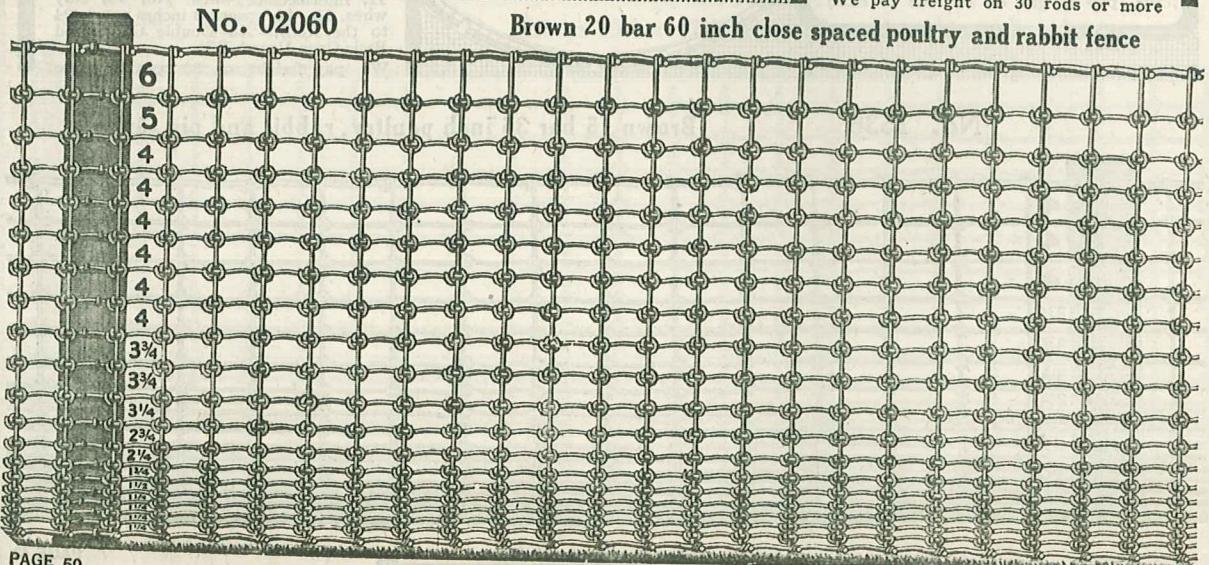
Specifications

Top wire, No. 11, bottom wire, No. 12; intermediate wires, No. 14; stay wires, No. 14, spaced 8 inches apart (24 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more.



No. 02060

Brown 20 bar 60 inch close spaced poultry and rabbit fence



DIRECT FROM FACTORY

A Word to New Customers About How to Order

WE do not demand full cash with order, although most of our customers pay in that way. If your order amounts to more than \$10.00 and you do not wish to send full cash with order, you may send one-fourth ($\frac{1}{4}$) of the amount of the order cash with order, and we will ship the goods, allowing the balance to be paid through your nearest bank. After paying the balance of the bill to the bank, you receive the bill of lading and the freight agent will deliver the shipment to you.

On order for amounts of \$10.00 or less, we require cash in full with order. Or where there is no freight agent at railroad station or if shipment is sent to a boat landing, we require full amount of cash with order.

If you send only part advance remittance, balance to be collected through your bank, *be sure to give us the name and address of the bank through which collection is to be made*, on the order blank.

Our proud record of fair and honorable treatment of our customers for over 35 years enables us also to refer you to any Bank in Cleveland or to all of the publishers who carry our advertising and who guarantee their readers against financial loss (see Page 5 of this catalog). Or if you will refer to Dun's or Bradstreet's Rating Books, you will instantly see that the financial standing and reliability of this company is of the highest order.

Not one of our half million customers has ever lost a penny by sending part or all cash with order.

We do not try to fool you with any so-called "30 days' trial" offer. What could you tell about a fence in a single month? Don't buy a fence that has so poor a reputation that you have to give it that sort of a test. We give you the Brown Guarantee—as good as a Government Bond.

Special Notice

At prices given in the catalog we pay the freight on 30 rods or more, delivered to your nearest Steam Railroad Station. Should you be located on a boat landing, add 1 cent per rod on fencing, 10 cents per spool on barb wire and 10 cents per roll on roofing to catalog prices and we will deliver, all freight charges fully paid by us, to such landing. You must, however, send full amount of remittance with your order, because C. O. D. shipments cannot be sent to boat landings.

When shipment is ordered to a boat landing, please be sure to give full name of boat line operating to your landing.

Make all remittances by Bank Draft, Express or Postal Money Order or Registered Letter payable to

The Brown Fence & Wire Co.

•We Pay The Freight•

Bargain Sale Order Blank

Order Everything You Need at these Cut Prices!

GIVE YOUR POST-OFFICE ADDRESS HERE

Name _____ Please Write or PRINT your Name Plainly

Post-Office-

County _____ State _____

R. F. D. or
Street Number-

GIVE SHIPPING INSTRUCTIONS HERE

Name

**Shipping
Point—**

Give Name of Town where Freight Station is located

County _____ State _____

Name of
Railroad

PLEASE SHIP ME THE FOLLOWING LIST OF GOODS

Total Amount of Order, \$

**BEFORE MAILING ORDER, TO AVOID DELAY. PLEASE READ CAREFULLY TERMS ON THE REVERSE SIDE OF THIS ORDER BLANK
IF YOU DO NOT SEND FULL CASH WITH ORDER, BE SURE TO GIVE US NAME AND ADDRESS OF
YOUR BANK THROUGH WHICH YOU DESIRE COLLECTION MADE OF BALANCE OF YOUR ORDER**

If full amount of order is not enclosed, collect balance

Through

(Give name and address of Bank through which collection is to be made if full cash does not accompany order)

(Give name and address of Bank through which)

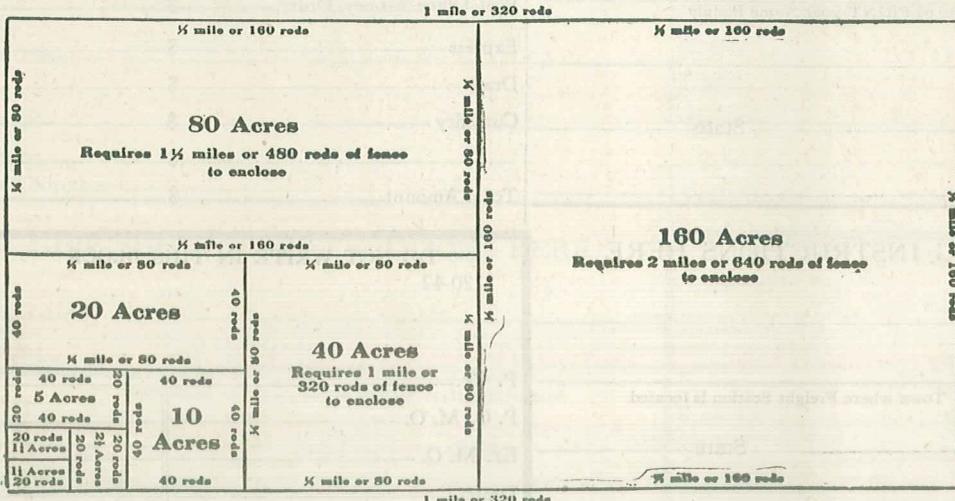
THE BROWN FENCE & WIRE CO., Cleveland, Ohio.

Your Questions Answered

We Guarantee Full Length Rolls, Each Rod Being $1\frac{1}{2}$ Feet.

10 rod roll measures 165 ft. or 55 yds.	80 rods will fence $\frac{1}{4}$ mile
20 " " " 330 " " 110 "	160 " " " $\frac{1}{2}$ "
30 " " " 495 " " 165 "	240 " " " $\frac{3}{4}$ "
40 " " " 660 " " 220 "	320 " " " 1 "

Number of Rods of Fence Required to Fence Fields of Varying Sizes



Above diagram shows $\frac{1}{2}$ section, or 320 acres

We would advise setting posts for stock fences from $16\frac{1}{2}$ to 33 feet apart. For poultry fences 12 to 20 feet apart. For lawn fences 8 to 10 feet apart.

If your ground is rough or rolling, more posts should be used than where ground is fairly level.

In estimating the amount of staples required, figure as follows:

10 pounds for each 100 rods of stock fence.

15 pounds for each 100 rods of poultry fence.

5 pounds for each 100 feet of lawn fence.

In order to help us make prompt shipment please write plainly or PRINT your name and address on the order blank.

How to Figure Amount of Roofing Needed

EACH roll of roofing covers 100 square feet of roof. We make allowance for lapping, by putting 108 square feet in each roll. Inside each roll will be found necessary cement and $\frac{1}{8}$ inch nails.

Where roofing is to be laid over old shingles, $1\frac{1}{4}$ inch nails are required and an additional charge of 10 cents per roll is made for these long nails.

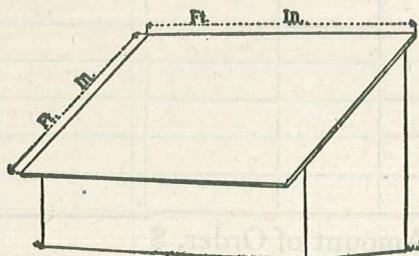


Fig. No. 1

To find number of rolls of roofing required to cover a shed roof as in Fig. 1, multiply the length of the roof by the length of the rafters. This will give you the number of square feet to be covered. Divide the number of square feet by 100, which will give you the number of rolls required.

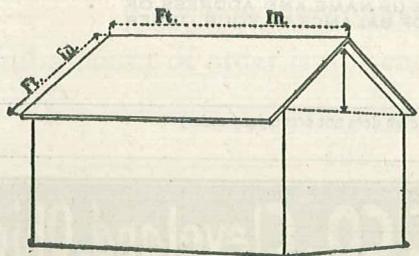


Fig. No. 2

To find number of rolls of roofing required for a building having a plain roof as shown in Fig. 2, multiply the length of roof by length of rafters on one side. Multiply by 2, which gives you the number of square feet of both sides. Divide total number of square feet by 100, which will give you the number of rolls required.

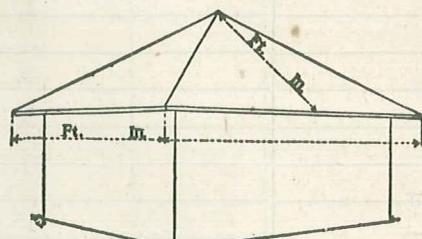


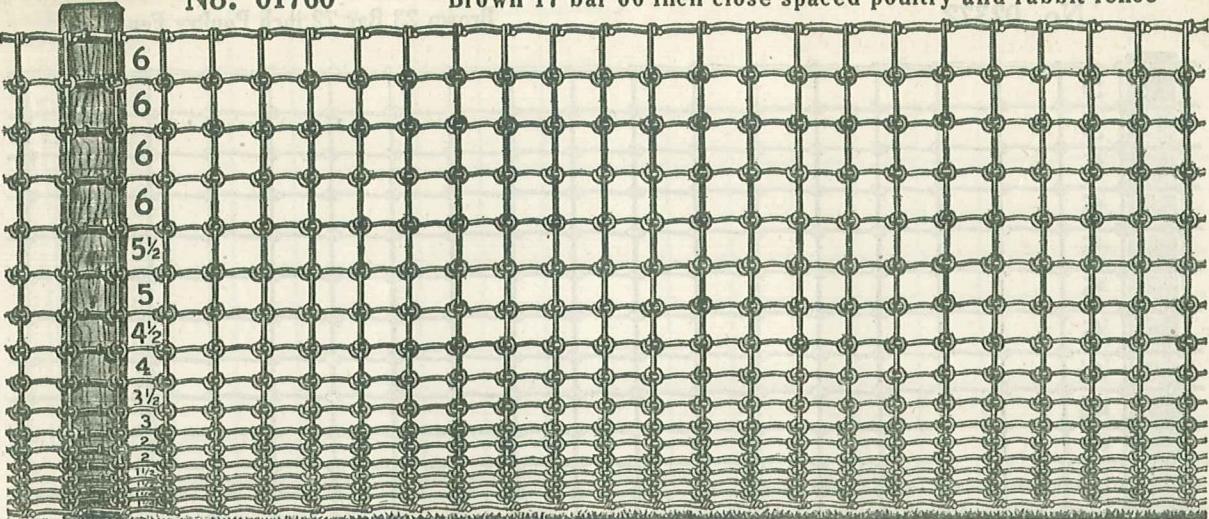
Fig. No. 3

To find the number of rolls of roofing required for a building having a hip roof as shown in Fig. 3, multiply length of one side by the length of the center or longest rafter. Divide by two, which will give you the number of square feet of one side, multiply by the number of sides you want to cover to get total number of square feet. Divide total number of square feet by 100, which will give you the number of rolls required. It is a good plan when figuring your roofing requirements to allow a little extra, because it's better to have a little left over than not to have enough. You will always find many uses for a few feet that you may have left over.

WE PAY THE FREIGHT

No. 01760

Brown 17 bar 60 inch close spaced poultry and rabbit fence



No. 01760

48 1 Cts.
—
4 PER
ROD

Made in 10, 20, 30, 40 Rod Rolls

10 Rods	20 Rods	30 Rods	40 Rods
\$4.83	\$9.65	\$14.48	\$19.30

Specifications

Top wire, No. 11; bottom wire, No. 12; intermediate wires, No. 14; stay wires, No. 14, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more.

YOU'RE TO BE THE JUDGE

Gentlemen:—

I have ordered over 500 rods of fence of you and find it not only the best value for the money, but the best fence at any price.

Yours respectfully,
J. A. WALKER
Tigrett, Tenn.

Brown Fence is sold with the guarantee that it must be satisfactory. We don't limit the guarantee to a certain number of days or months. We let you be the judge—if at any time after you buy Brown Fence you think it has not stood the test of time, we are ready to make it right with you.

Use Style "K" Gates shown on
Page 72—with these fences

No. 02360

59 1 Cts.
—
4 PER
ROD

Made in 10, 20, 30, 40 Rod Rolls

10 Rods	20 Rods	30 Rods	40 Rods
\$5.93	\$11.85	\$17.78	\$23.70

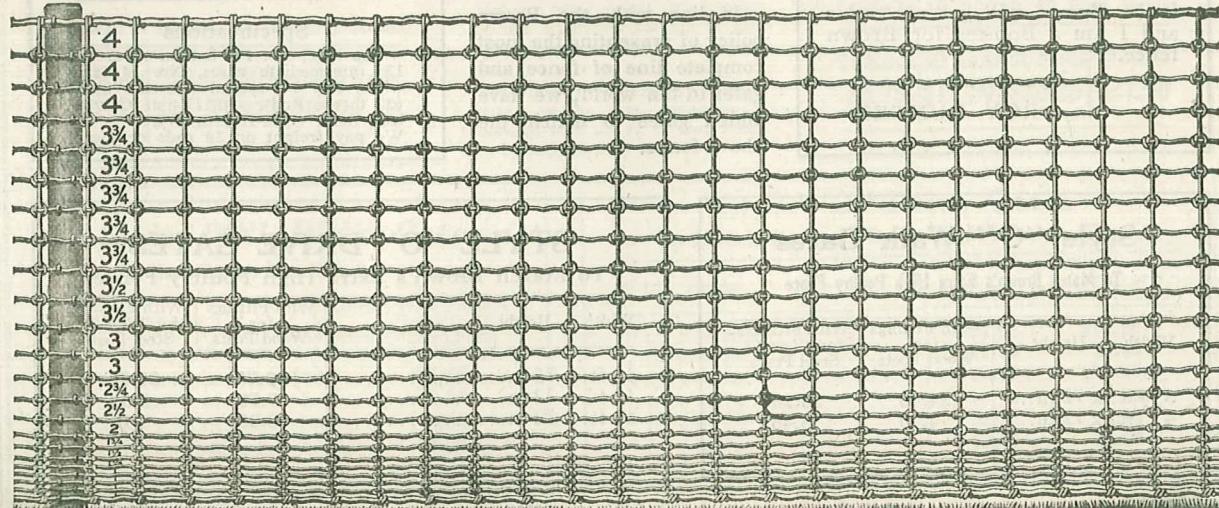
Specifications

Top wire, No. 11; bottom wire, No. 12; intermediate wires, No. 14; stay wires, No. 14, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more.

No. 02360

Brown 23 bar 60 inch close spaced poultry and rabbit fence

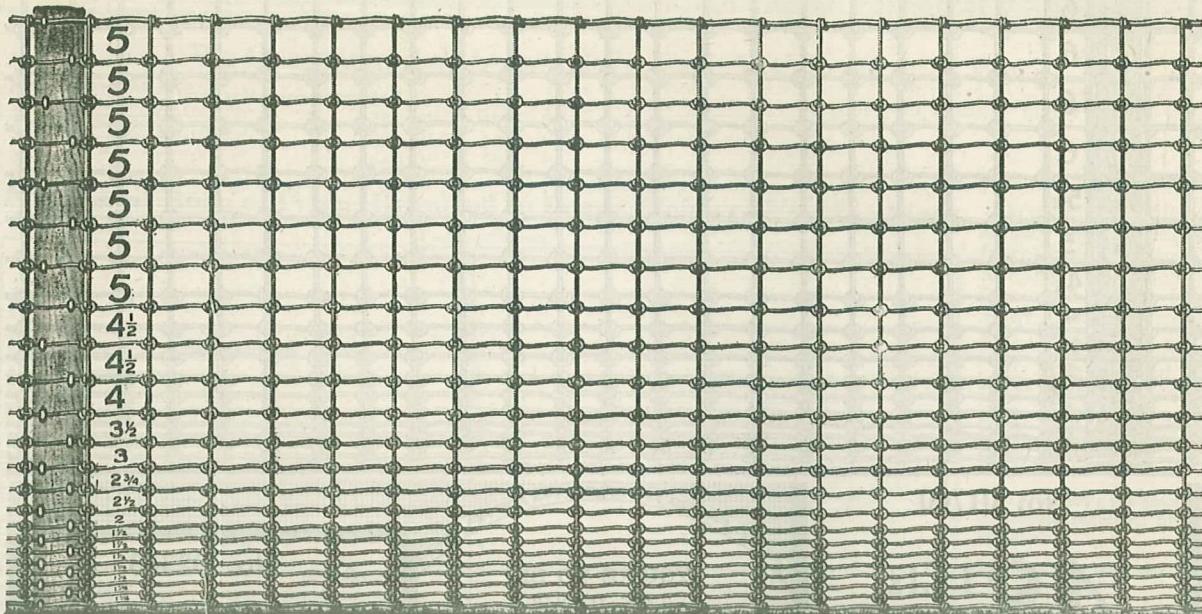


DIRECT FROM FACTORY

WE PAY THE FREIGHT

No. 02372

Brown 23 Bar 72 inch Poultry Fence



72 INCH BROWN POULTRY FENCE

Brown Saves You Money

Hoopeston, Ill.

Gentlemen:—

I received my Poultry fence in good order and have it up. It sure looks good and I am well pleased. I couldn't have got as good fence here for twice the price I paid. You may get some orders from my neighbors, who think my fence is good.

When I get ready for more fence, Brown will get my order and I am a Booster for Brown fence.

Yours truly,
ROY HUNTER.

Extra High Walk and Drive Gates to Match This Fence

We pay freight on 4 or more gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

In line with the Brown policy of presenting the most complete line of fence and gates in the world, we have added gates to match the above fence.

No. 02372

62 1 Cts.
4 PER ROD

Made in 10, 20, 30, 40 Rod Rolls

10 Rods	20 Rods	30 Rods	40 Rods
\$6.23	\$12.45	\$18.68	\$24.90

Specifications

Top wire, No. 11; bottom wire, No. 12; intermediate wires, No. 14; stay wires, No. 14, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire. We pay freight on 30 rods or more.

Style "O" Walk Gates

To Match Brown's Extra High Poultry Fence

Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts
3 1/2 ft. x 72 in....		\$4.45	\$5.20
4 ft. x 72 in....		4.70	5.45

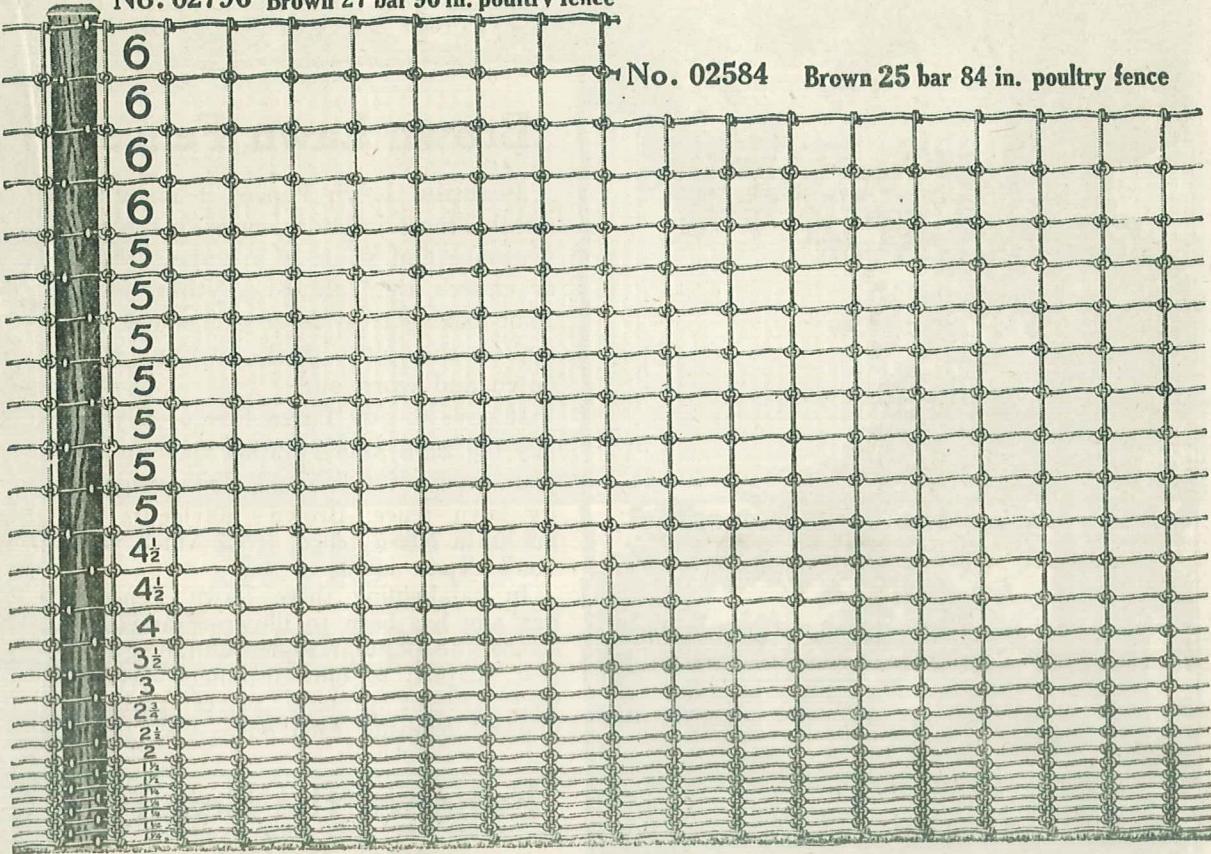
STYLE "O" DRIVE GATES

To Match Brown's Extra High Poultry Fence

Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts
10 ft. x 72 in.....		\$6.75	\$7.50
12 ft. x 72 in.....		7.75	8.50
14 ft. x 72 in.....		8.35	9.10

WE PAY THE FREIGHT

No. 02796 Brown 27 bar 96 in. poultry fence



No. 02584 Brown 25 bar 84 in. poultry fence

BROWN'S EXTRA HIGH POULTRY FENCE

No. 02796

74 $\frac{1}{4}$ Cts.
PER
ROD

Made in 10, 20, 30, 40 Rod Rolls

10 Rods	20 Rods	30 Rods	40 Rods
\$7.43	\$14.85	\$22.28	\$29.70

SPECIFICATIONS

Top wire, No. 11; bottom wire, No. 12; intermediate wires, No. 14; stay wires, No. 14, spaced 6 inches apart (32 to the Rod). All Double Galvanized Basic Open-Hearth Wire.

We pay freight on 30 rods or more.

Gates to match a fence 96 inches high are rare indeed. It's because of our enormous volume of sale that we can carry such a complete line.

We pay freight on 4 or more gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

No. 02584

67 $\frac{1}{2}$ Cts.
PER
ROD

Made in 10, 20, 30, 40 Rod Rolls

10 Rods	20 Rods	30 Rods	40 Rods
\$6.75	\$13.50	\$20.25	\$27.00

Style "O" Walk Gates

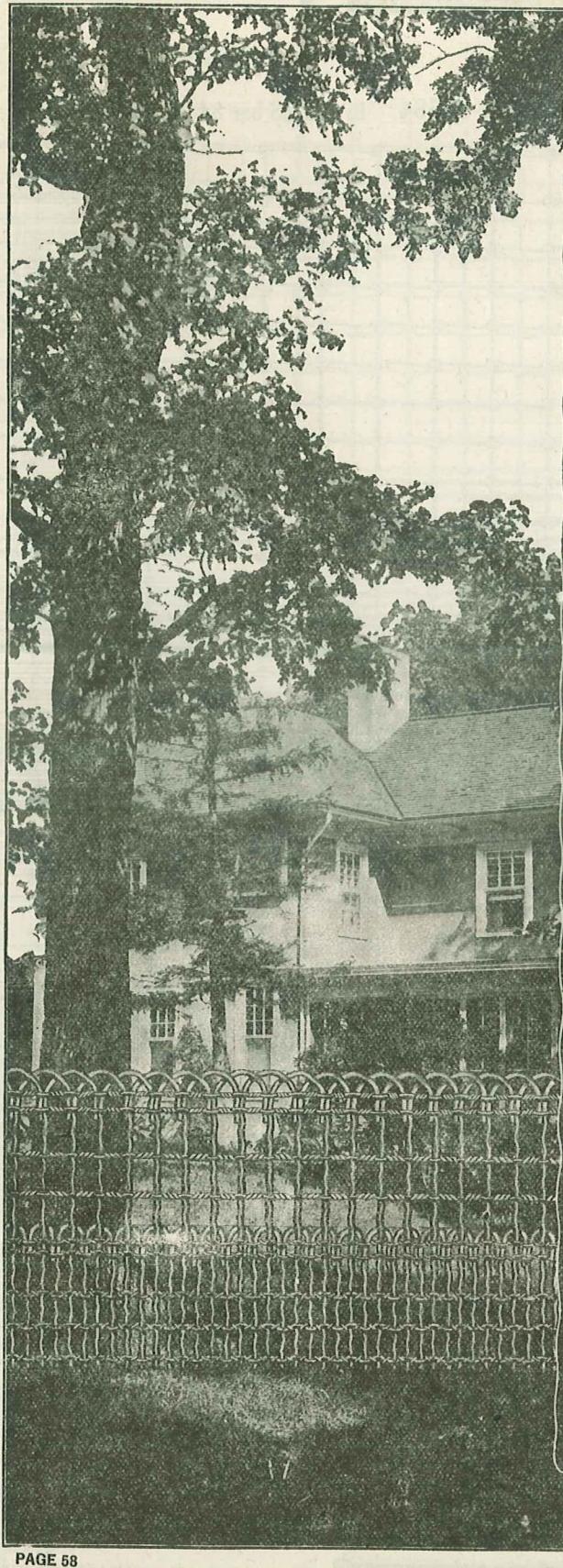
To Match Brown's Extra High Poultry Fence

Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts
3½ ft. x 84 in...		\$4.90	\$5.65
4 ft. x 84 in...		5.15	5.90
3½ ft. x 96 in...		5.30	6.05
4 ft. x 96 in...		5.55	6.30

Style "O" Drive Gates To Match Brown's Extra High Poultry Fence

Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts
10 ft. x 84 in.....		\$10.05	\$10.80
12 ft. x 84 in.....		11.70	12.45
14 ft. x 84 in.....		12.55	13.30
10 ft. x 96 in.....		10.90	11.65
12 ft. x 96 in.....		12.35	13.10
14 ft. x 96 in.....		13.15	13.90

DIRECT FROM FACTORY



Brown Lawn Fence

Beautiful Lawn Fence, if made of durable material, adds more to the appearance and value of a home, school or church than almost anything else. Poor-looking lawn fence or none at all makes the place look shabby, run down and worn out.

It pays to buy Lawn Fence—if you buy the right kind. Rather than spend your money for “cheap”, skimpy quality lawn fence, Brown’s advice is to put up a *board* fence, from which you don’t expect much.

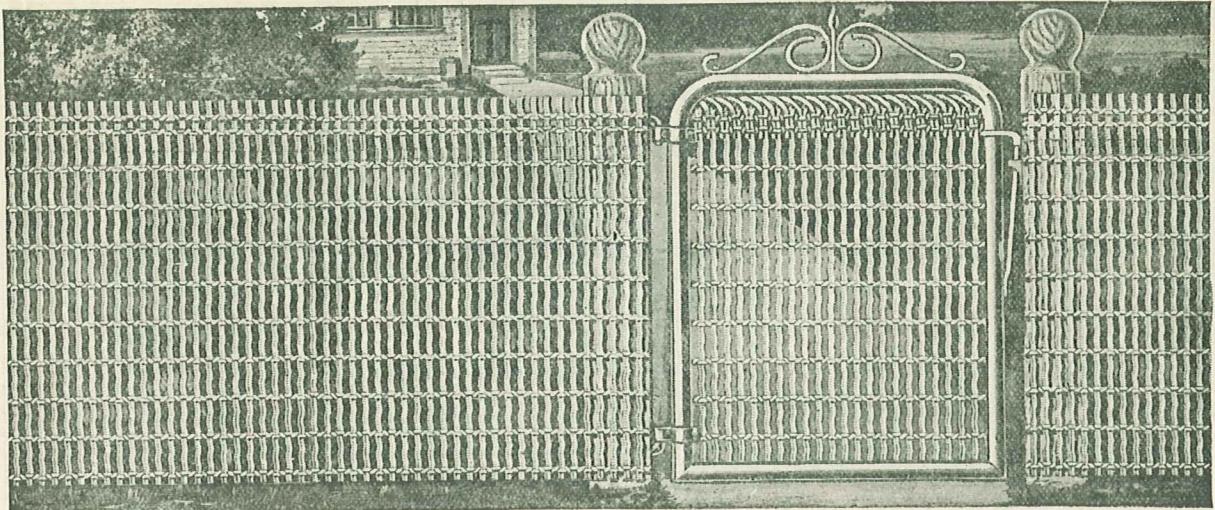
In cataloguing these Lawn Fences, our aim has been to illustrate and describe the popular styles and heights best adapted to our customers’ needs, with freight prepaid prices plainly marked opposite each one.

Enhance the Beauty and Value of Your Home

A beautiful Lawn Fence gives a home that appearance of beauty and distinction which no other improvement can give. Every home, on farm or in town, should be surrounded with one of the beautiful Brown Lawn Fences shown on the following pages.

Our prices are really less than the cost of a good wood fence. By the time you put the wood fence up and figure how short a time it lasts and how easily you could put Brown Lawn Fence up and how long it lasts, you will find that the cost per year for Brown Fence is much lower than that of an ordinary wood fence.

Compare Brown Lawn Fence to a “cheap” wire lawn fence, which quickly sags or rusts out, or breaks and you will find that Brown Fence costs you about one-third as much in the end.



Style "JJ" Lawn Fence

A Fence you will always be proud of

Here is a close spaced, low priced lawn fence which combines beauty with utility and economy. The upright pickets are only $1\frac{1}{2}$ inches apart, while the cabled line wires are six inches apart. This lawn fence is so low priced that no one can excuse himself for having a shabby place. A few dollars invested in Style "JJ" Lawn Fence will add many dollars to the value of your home.

Style "JJ" Walk Gates

To Match Style "JJ" Lawn Fence Prices Beyond Comparison

We pay freight on 4 or more walk gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts
3 ft. x	30 or 36 in.....	\$2.55	\$3.30
3 $\frac{1}{2}$ ft. x	42 in.....	2.95	3.70
3 $\frac{1}{2}$ ft. x	48 in.....	3.05	3.80
4 ft. x	48 in.....	3.20	3.95
4 ft. x	60 in.....	3.50	4.25

2 $\frac{1}{2}$ feet high

7 $\frac{1}{2}$ Cts.

Per Running Foot

3 feet high

9 Cts.

Per Running Foot

3 $\frac{1}{2}$ feet high

10 $\frac{1}{4}$ Cts.

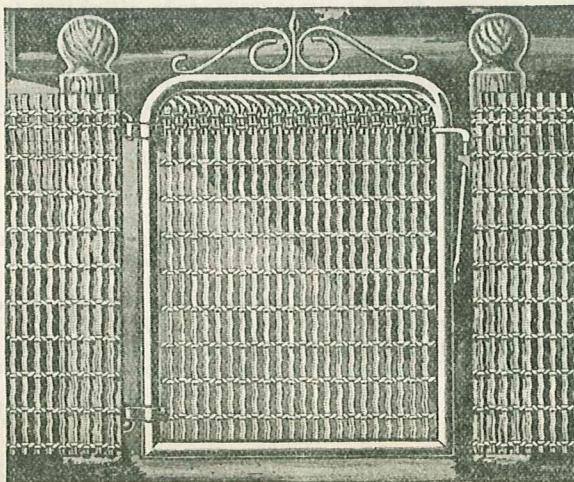
Per Running Foot

4 feet high

11 $\frac{1}{2}$ Cts.

Per Running Foot

5 feet high 14c per running foot



We pay freight on 100 ft. or more of lawn fence or on smaller quantities if ordered with 30 rods or more of field fencing.

Specifications

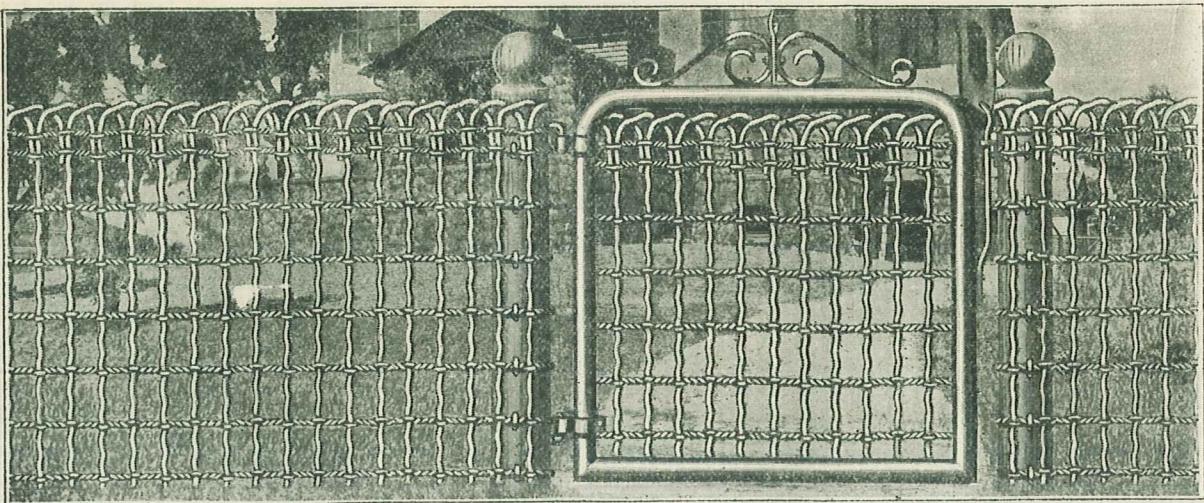
Corrugated pickets are all No. 12 double galvanized wire, spaced $1\frac{1}{2}$ inches apart. Cabled line-wires are spaced about 6 inches apart, except the two top wires which are spaced $2\frac{3}{4}$ inches apart. These are also of heavy, double galvanized material.

This fence is also suitable for portable corn cribs.

Single and Double Drive Gates to Match Style "JJ" Lawn Fence

Turn to page 63 and you will find Style "JJ" Double and Single Drive Gates to match Style "JJ" Lawn Fence illustrated above. If you put this style lawn fence on your place you can easily afford gates to match. Turn to page 63 as soon as you've decided how much of the above lawn fence you need.

WE PAY THE FREIGHT



Style "G" Lawn Fence Rock Bottom Wholesale Factory Prices!

I don't believe there is a farm or city home or a park, church or school which cannot be improved by putting up a lawn fence like the one shown here. The illustration cannot do it justice. I wish you could see this fence. I believe it would sell itself to you in a minute. Look at the illustration carefully and read the description and note the prices.

Style "GG" Walk Gates

To Match Style "G" Lawn Fence
Look at These Low Prices!

We pay freight on 4 or more walk gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts
3 ft. x 30 or 36 in.....		\$2.50	\$3.25
3½ ft. x 42 in.....		2.85	3.60
3½ ft. x 48 in.....		3.00	3.75
4 ft. x 48 in.....		3.15	3.90

2½ feet high

6 $\frac{3}{4}$ Cts.

Per Running Foot

3 feet high

7 $\frac{3}{4}$ Cts.

Per Running Foot

3½ feet high

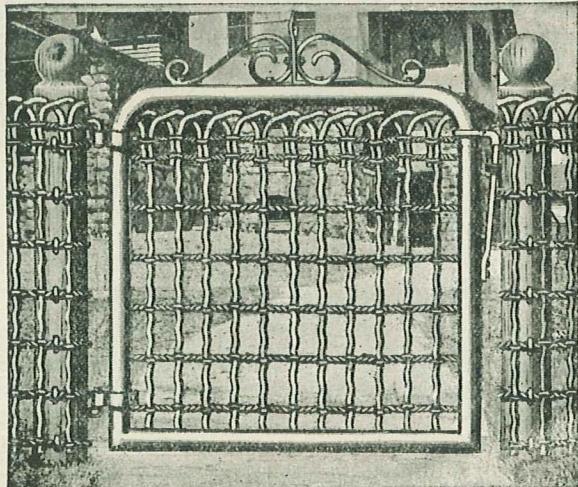
8 $\frac{3}{4}$ Cts.

Per Running Foot

4 feet high

9 $\frac{3}{4}$ Cts.

Per Running Foot



We pay freight on 100 ft. or more of lawn fence or on smaller quantities if ordered with 30 rods or more of field fencing.

Specifications

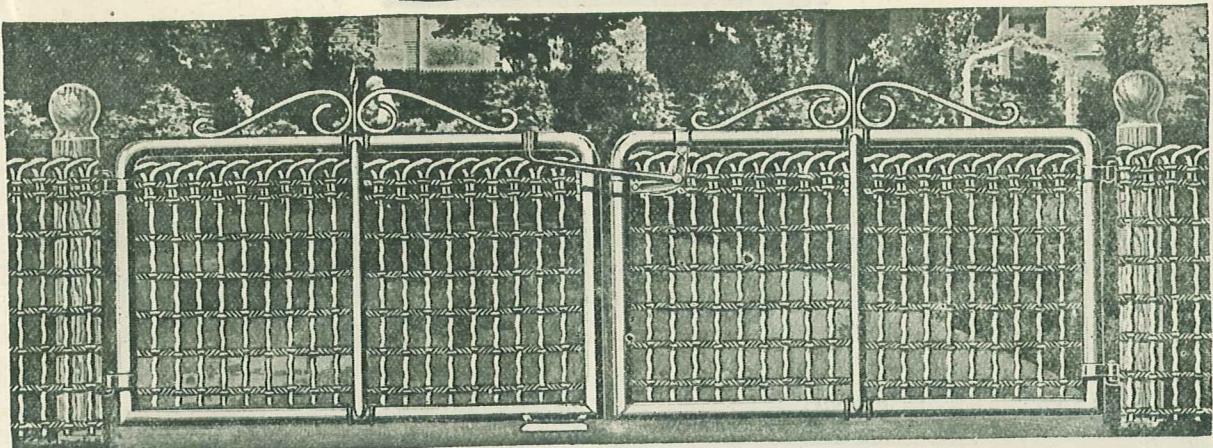
Corrugated pickets are all No. 9 double galvanized wire, spaced 3 inches apart. Cabled line wires are spaced about 6 inches apart, except the two top wires, which are spaced 2½ inches apart. These are also of heavy, double galvanized material.

My Prices Must Save You Money

You will be mighty well pleased with Style "G"—it will add so much to the appearance of your place and my prices are so low for this high quality and you save so much at first cost that it is just like putting money in your pocket. Just one little thing shows you how careful I am of the quality. By reversing the twist of the cable wires on the pickets (not between them) we prevent the cables from untwisting or even slackening over an extraordinary strain or expansion and contraction due to climatic changes.

My prices are really lower than you could put up a wood fence.

WE PAY THE FREIGHT



Style "GG" Double Drive Gate

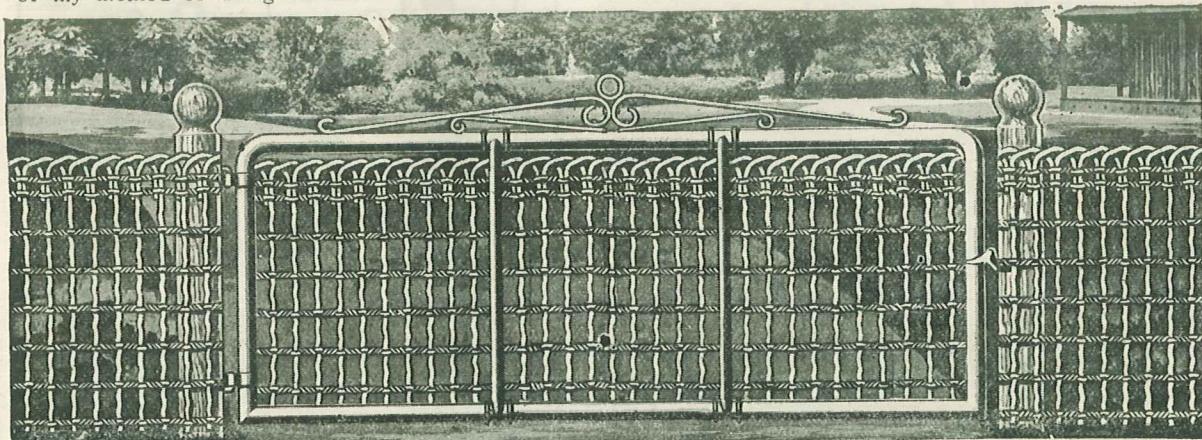
To Match Style "G" Lawn Fence

HERE'S another triple galvanized gate on which I will stake my 35-year reputation. This picture gives you but a faint idea of its beauty and, of course, I can't prove its quality to you by the illustration. But you can take my word for it that this gate is not only one of the most beautiful ever designed, but it is just as good as it looks. Triple galvanizing makes it wear-proof. It will last a life-time without painting or fixing it in any way. My prices are so low that if I didn't have a real reputation for quality you might think it was a cheap gate. But my prices are so low only because of my method of doing business.

A Beautiful Gate at Any Price

We pay freight on 4 or more gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts
8 ft. x 30, 36, 42 or 48 in....		\$ 6.70	\$ 7.45
10 ft. x 30, 36, 42 or 48 in....		7.35	8.10
12 ft. x 30, 36, 42 or 48 in....		8.00	8.75
14 ft. x 30, 36, 42 or 48 in....		10.05	10.80
16 ft. x 30, 36, 42 or 48 in....		10.80	11.55



Comparison Proves Your Saving

We pay freight on 4 or more gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts
8 ft. x 30, 36, 42 or 48 in....	\$6.05	\$ 6.80	
10 ft. x 30, 36, 42 or 48 in....	6.70	7.45	
12 ft. x 30, 36, 42 or 48 in....	7.35	8.10	
14 ft. x 30, 36, 42 or 48 in....	9.40	10.15	

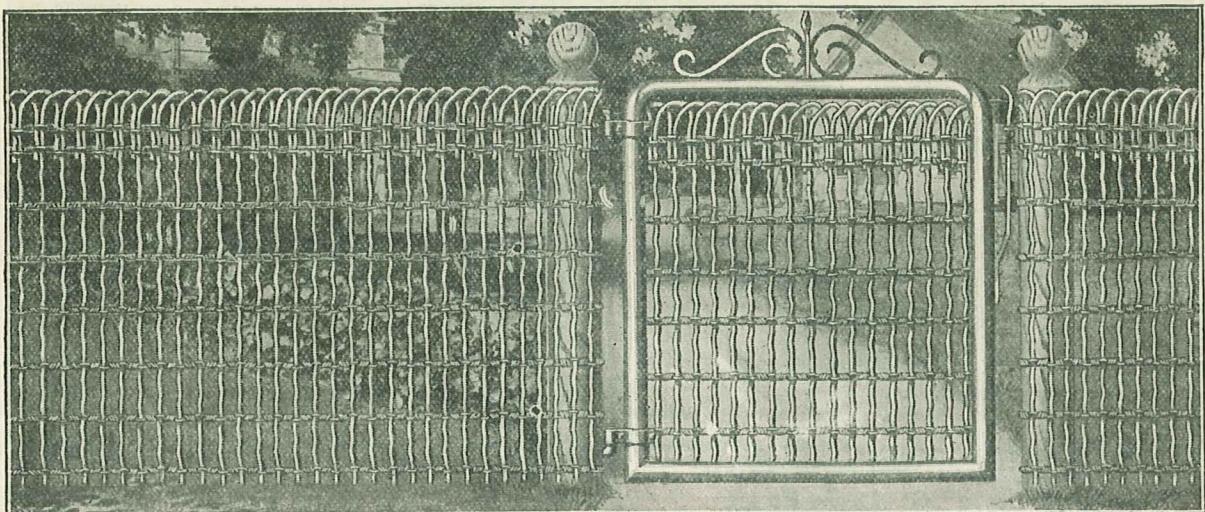
Style "GG" Single Drive Gates

To Match Style "C" Lawn Fence

I WISH you could see the letters that come to my desk, day after day, from people all over the country who are using this and my other style gates. You would understand then, what a real pleasure it is to me to give people the most that their money could possibly buy. Take this gate for instance. It matches style "G" lawn fence. It is a single drive gate and if you priced it anywhere in the country you would find them asking from 25% to 50% more. That is the simple reason why so many hundreds of farmers come to Jim Brown every year for their needs.

DIRECT FROM FACTORY

WE PAY THE FREIGHT



Style "GG" Lawn Fence Compare These Sale Prices With Others!

This new "GG" is just the style that will convince thousands of farmers of their need for Lawn Fence around their homes. Beauty is only one advantage of Brown Fence. Service is just as big a consideration with a man who has only a certain amount of money to spend, or even with a man who can spend as much as he wants for lawn fence.

Style "GG" Walk Gates

To Match Style "GG" Lawn Fence
Back to Pre-War Prices!

We pay freight on 4 or more walk gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts
3 ft. x 30 or 36 in.....		\$2.50	\$3.25
3½ ft. x 42 in.....		2.85	3.60
3½ ft. x 48 in.....		3.00	3.75
4 ft. x 48 in.....		3.15	3.90

2½ feet high

7 $\frac{3}{4}$ Cts.

Per Running Foot

3 feet high

9 Cts.

Per Running Foot

3½ feet high

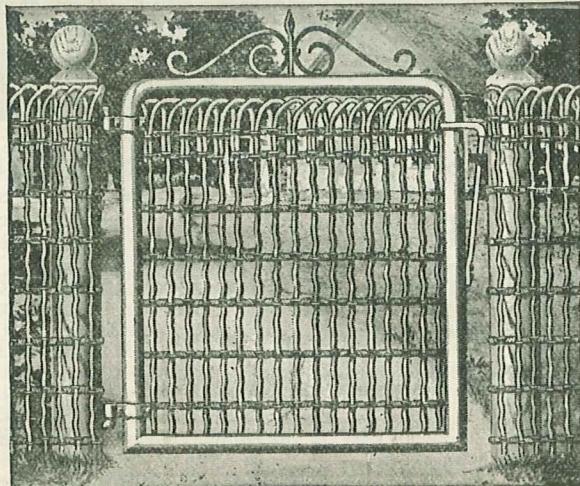
10 $\frac{1}{4}$ Cts.

Per Running Foot

4 feet high

11 $\frac{3}{4}$ Cts.

Per Running Foot



We pay freight on 100 ft. or more of lawn fence or on smaller quantities if ordered with 30 rods or more of field fencing.

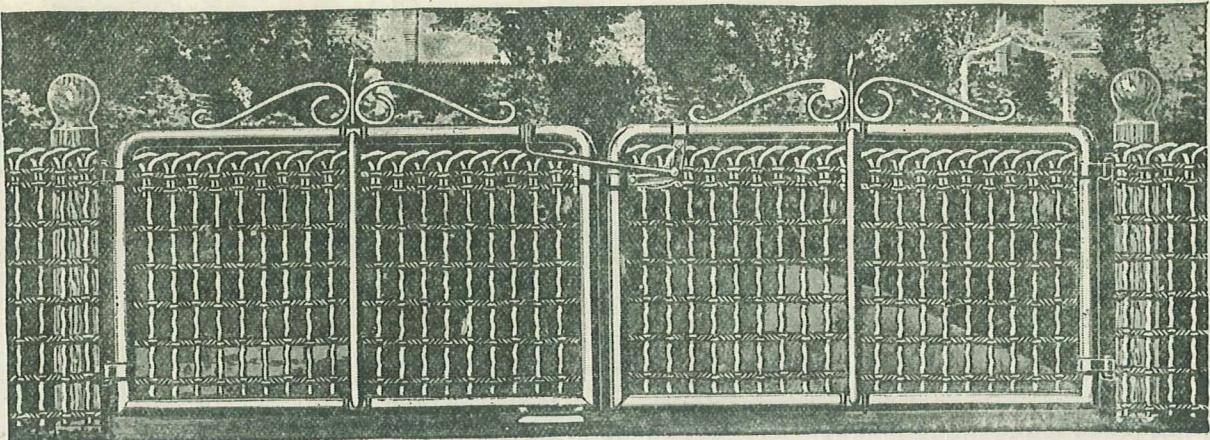
Specifications

Corrugated pickets are all No. 9 double galvanized wire, spaced $2\frac{1}{4}$ inches apart. Cabled line wires are spaced about 6 inches apart, except the two top wires, which are spaced $2\frac{3}{8}$ inches apart. These are also of heavy, double galvanized material.

Make Your Place Worth More

Lawn fence is becoming more and more popular on the farms of America. Farmers want beautiful homes and lawns because it adds to the beauty and value of their places. Brown's Lawn Fence is built for beauty as well as for durability. It will stand up year after year without sagging, rusting or breaking and it will be a constant source of pride to you. Particular attention is called to our method of reversing the twist of the cable wire on the pickets (not between them), which prevents the cables from untwisting or even slackening from extraordinary strain or expansion and contraction due to climatic changes.

WE PAY THE FREIGHT



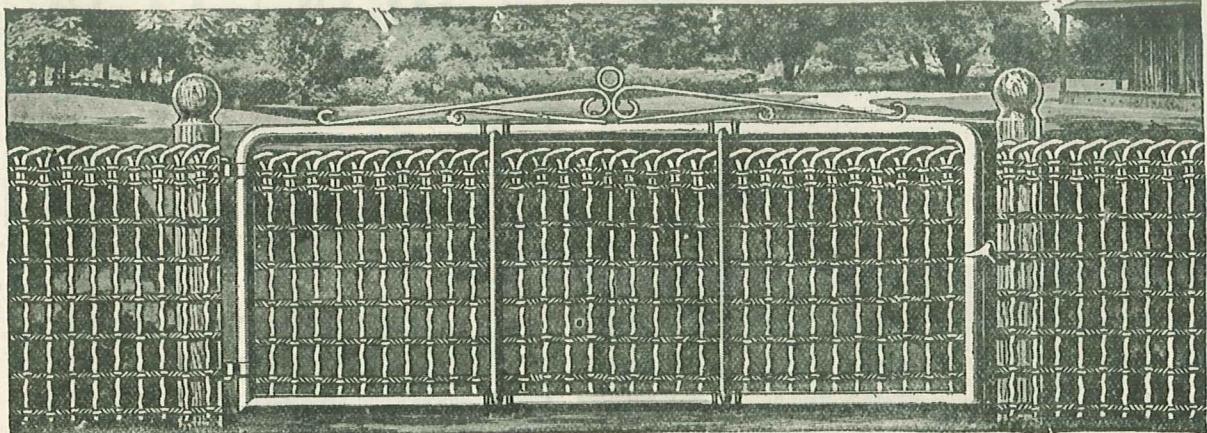
Style "GG" Double Drive Gate To Match Style "GG" Lawn fence

HERE is a Double Drive Gate if this is the style you prefer. Many believe a double drive gate is neater, and easier to open and close. Besides, in some cases, you may prefer to open only one side instead of both sides. In every case, the quality is Jim Brown's best and that's saying the last word. Anyone who has dealt with Jim Brown knows that his word is his bond.

What Do You Think of These Prices

We pay freight on 4 or more gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts
8 ft. x 30, 36, 42 or 48 in....		\$ 6.70	\$ 7.45
10 ft. x 30, 36, 42 or 48 in....		7.35	8.10
12 ft. x 30, 36, 42 or 48 in....		8.00	8.75
14 ft. x 30, 36, 42 or 48 in....		10.05	10.80
16 ft. x 30, 36, 42 or 48 in....		10.80	11.55



Values That Count Dollars Saved

We pay freight on 4 or more gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

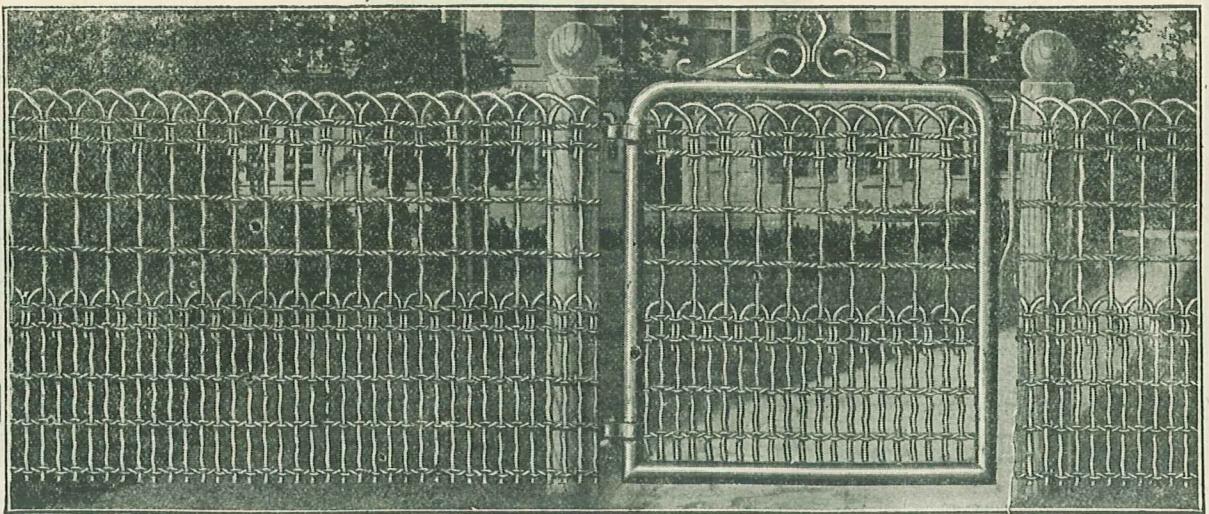
Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts
8 ft. x 30, 36, 42 or 48 in....		\$6.05	\$ 6.80
10 ft. x 30, 36, 42 or 48 in....		6.70	7.45
12 ft. x 30, 36, 42 or 48 in....		7.35	8.10
14 ft. x 30, 36, 42 or 48 in....		9.40	10.15

Style "GG" Single Drive Gate To Match Style "GG" Lawn Fence

A GOOD looking Drive Gate is as important as good looking Lawn Fence. It always makes a place look neat and trim where the gates match the fence. Here is a single drive gate that adds its charm and beauty so that the appearance of your place is kept up, and not spoiled as it would be by a wood gate or a make-shift of any kind. Please note that the prices include hinges and latch for wood posts.

DIRECT FROM FACTORY

WE PAY THE FREIGHT



Style "H" Lawn Fence A Beautiful Fence—A Sensational Price!

Style "H," shown above, is a great favorite among our customers, owing to its ornamental appearance, as well as close bottom spacings of wire, which gives absolute protection against small chickens and marauding animals. The illustration and the specifications herewith will tell you more about this fence than any other personal word I can give you.

Style "HH" Walk Gates

To Match Style "H" Lawn Fence

My Prices Make Them All Wonder

We pay freight on 4 or more walk gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

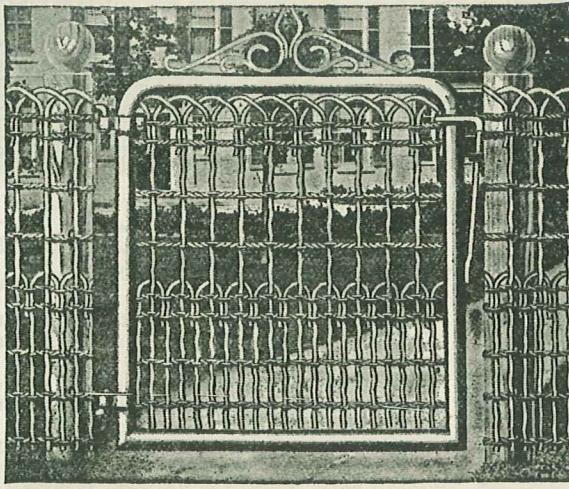
Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts
3 ft. x 30 or 36 in.....		\$2.65	\$3.40
3½ ft. x 42 in.....		3.00	3.75
3½ ft. x 48 in.....		3.10	3.85
4 ft. x 48 in.....		3.30	4.05

2½ feet high
10 $\frac{3}{4}$ Cts.
Per Running Foot

3 feet high
11 $\frac{3}{4}$ Cts.
Per Running Foot

3½ feet high
12 $\frac{3}{4}$ Cts.
Per Running Foot

4 feet high
14 $\frac{1}{2}$ Cts.
Per Running Foot



We pay freight on 100 ft. or more of lawn fence or on smaller quantities if ordered with 30 rods or more of field fencing.

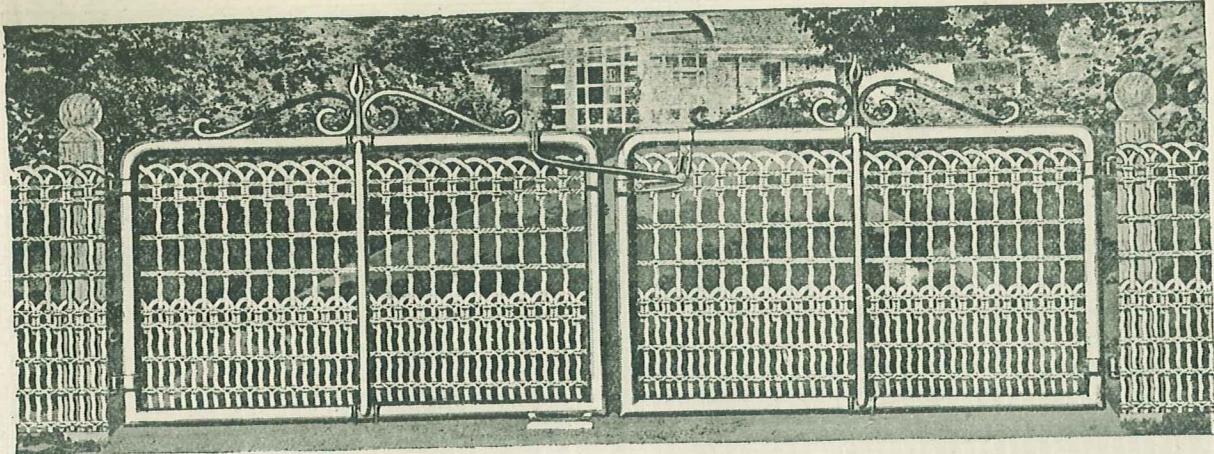
Specifications

Pickets No. 9 wire, spaced 3 inches apart at the top, with an additional picket interwoven at the bottom, making spacings of lower half of fence 1½ inches apart. Cables are spaced about 6 inches apart, except two top cables, which are spaced 2½ inches apart. All wires are heavily galvanized and practically indestructible.

Are You Proud of Your Place?

Wherever you go, you will find that the best looking houses are made even better looking when surrounded by beautiful lawn fencing and that ordinary homes are greatly improved by a good looking lawn fence. Whether your home is new or old, the fence shown here will improve it immensely. It is enough to say that I am willing to back it with the 35 years' reputation we have gained in the fence business. To those who know us, this is the strongest guarantee I could possibly make.

WE PAY THE FREIGHT



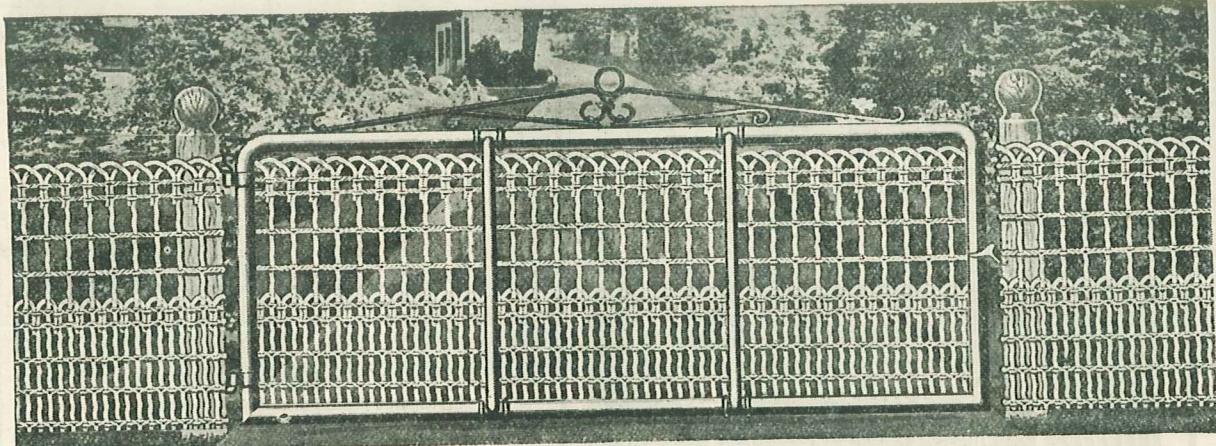
Style "HH" Double Drive Gate To Match Style "H" Lawn Fence

SOME people like single drive gates and some like double drive gates. As for myself, it doesn't make much difference. But I am here to satisfy everybody and that is why I show you single and double drive gates for each style of lawn fence. This puts me in a position to please you as well as your neighbor. Here is a double drive gate that will beautify any farm or lawn. The ordinary farm gate stuck on the front of your home or lawn will look all right, but there is nothing like keeping your place looking spic and span and regular.

You Can't Equal These Prices

We pay freight on 4 or more gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts
8 ft. x 30, 36, 42 or 48 in....		\$ 6.70	\$ 7.45
10 ft. x 30, 36, 42 or 48 in....		7.35	8.10
12 ft. x 30, 36, 42 or 48 in....		8.00	8.75
14 ft. x 30, 36, 42 or 48 in....		10.05	10.80
16 ft. x 30, 36, 42 or 48 in....		10.80	11.55



Prices and Quality Make Us Grow

We pay freight on 4 or more gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

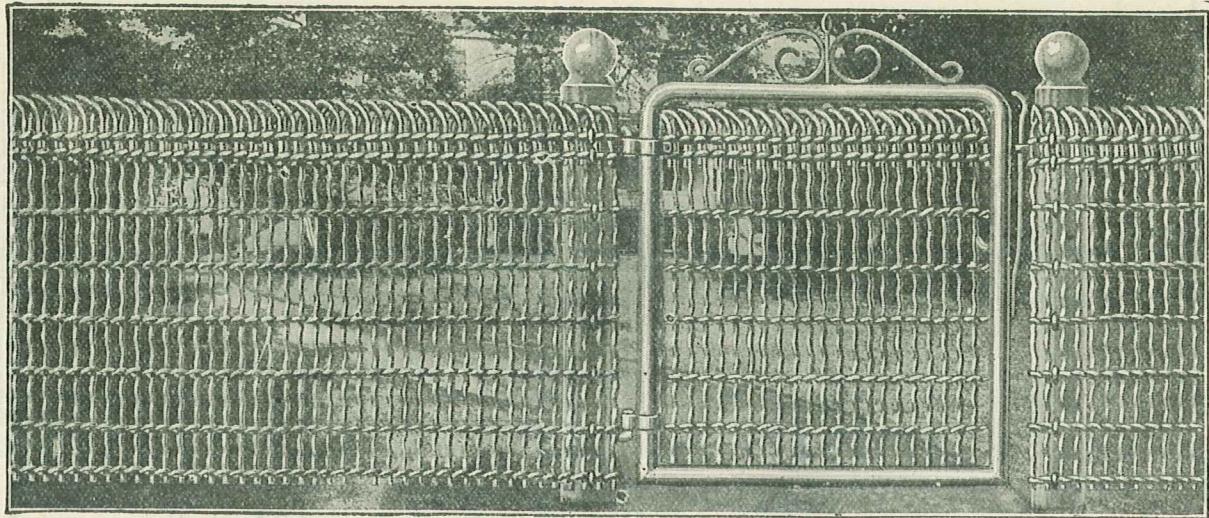
Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts
8 ft. x 30, 36, 42 or 48 in....	\$ 6.05	\$ 6.80	
10 ft. x 30, 36, 42 or 48 in....	6.70	7.45	
12 ft. x 30, 36, 42 or 48 in....	7.35	8.10	
14 ft. x 30, 36, 42 or 48 in....	9.40	10.15	

Style "HH" Single Drive Gate To Match Style "H" Lawn Fence

HERE is style "HH" as a single drive gate. Just as beautiful as any gate you ever saw. The next time you drive around the neighborhood look for the places that appear most valuable and you will find out what a wonderful impression lawn fence and lawn gates make. They seem to tone up a place and give it an added value that can't be measured in dollars and cents. At any rate the extra value in the place is all out of proportion to the small amount of money involved in putting lawn fence and lawn gates in.

DIRECT FROM FACTORY

WE PAY THE FREIGHT



Style "J" Lawn Fence Extra Close Spaced and Extra Close Priced!

This style "J" has upright pickets, spaced $1\frac{1}{2}$ inches apart. It is made of slightly lighter weight material than our other styles, but will give splendid service and satisfaction to those wishing extra close spaced ornamental fence. At my price you can't compare this value with anything else in the country.

Style "JJ" Walk Gates

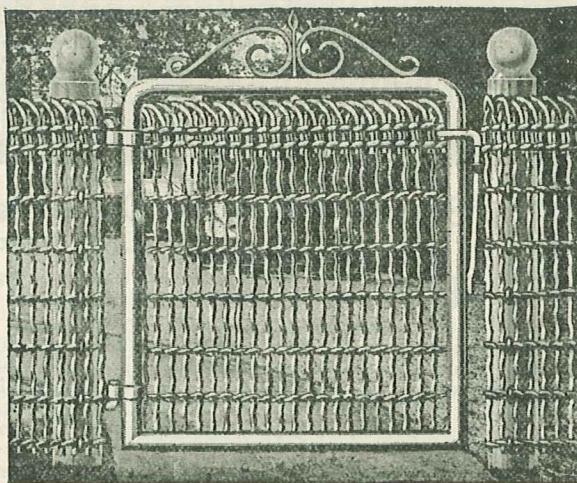
To Match Style "J" Lawn Fence

See How Much These Prices Save You

We pay freight on 4 or more walk gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts
3 ft. x 30 or 36 in.....		\$2.55	\$3.30
3½ ft. x 42 in.....		2.95	3.70
3½ ft. x 48 in.....		3.05	3.80
4 ft. x 48 in.....		3.20	3.95
4 ft. x 60 in.....		3.50	4.25

2½ feet high 9 $\frac{3}{4}$ Cts.	3 feet high 10 $\frac{1}{4}$ Cts.
Per Running Foot	Per Running Foot
3½ feet high 11 Cts.	4 feet high 12 $\frac{1}{4}$ Cts.
Per Running Foot	Per Running Foot
5 feet high 14½c per running foot	



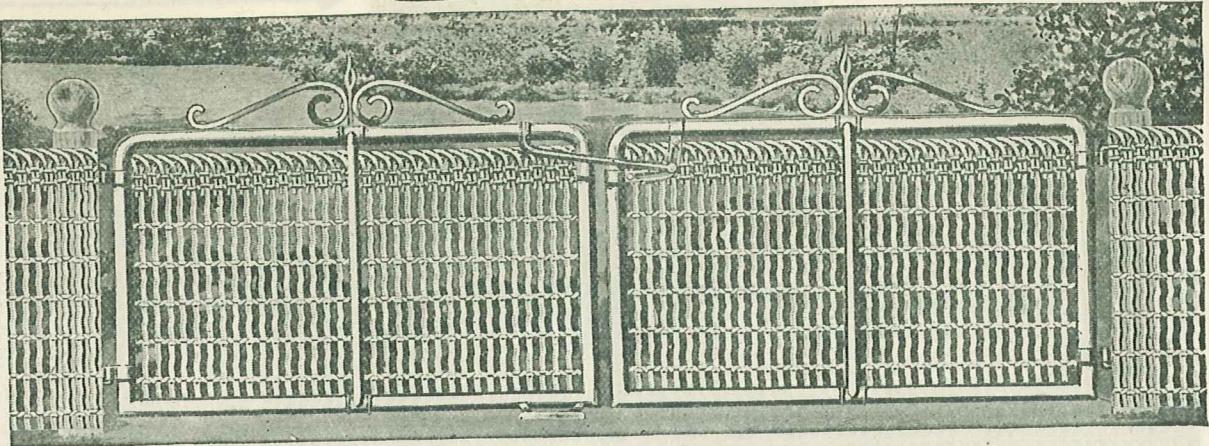
We pay freight on 100 ft. or more of lawn fence or on smaller quantities if ordered with 30 rods or more of field fencing.

Specifications

Corrugated pickets are all No. 12 double galvanized wire, spaced $1\frac{1}{2}$ inches apart. Cabled line-wires are spaced about 6 inches apart, except the two top wires which are spaced $2\frac{3}{8}$ inches apart. These are also of heavy, double galvanized material.

Get the Best While About It !

A beautiful lawn fence is a real warm welcome to people who come to see you. No lawn fence could be more attractive—none could be more dignified than the styles we illustrate in this catalogue. Any lawn fence is good. But while you are buying, it's just as easy to get the best—and much more economical in the end. And you can be sure we would not urge you to get the best unless we were sure Brown's is best. Investigate carefully, compare prices and quality, then decide.



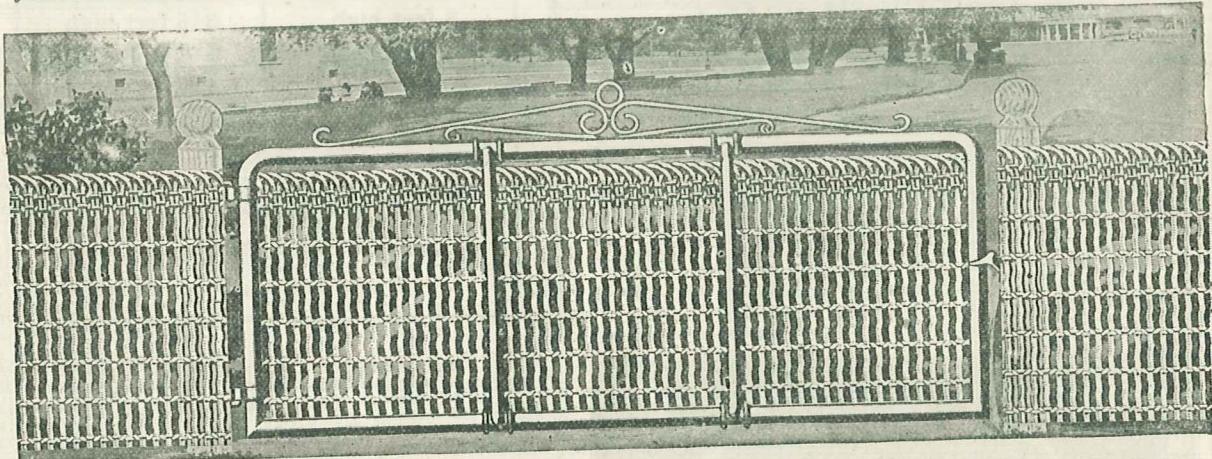
Style "JJ" Double Drive Gate To Match Style "J" Lawn Fence

THIS style is for those who decide to purchase style "J" Lawn Fence. It really goes well with any style of Lawn Fence but it's good judgment to get a gate that matches your fence exactly. You could hardly expect any dealer to have a stock of lawn fence or lawn gates to compare with the many styles shown in this book. And that's a big advantage I have. You see, I deal with hundreds of thousands of people instead of only a few. So I can always have a bigger selection for you to choose from.

Can't Match These Prices

We pay freight on 4 or more gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts
8 ft. x 30, 36, 42, 48 or 60 in.		\$ 6.70	\$ 7.45
10 ft. x 30, 36, 42, 48 or 60 in.		7.35	8.10
12 ft. x 30, 36, 42, 48 or 60 in.		8.00	8.75
14 ft. x 30, 36, 42, 48 or 60 in.		10.05	10.80
16 ft. x 30, 36, 42, 48 or 60 in.		10.80	11.55



Order For Years at These Prices

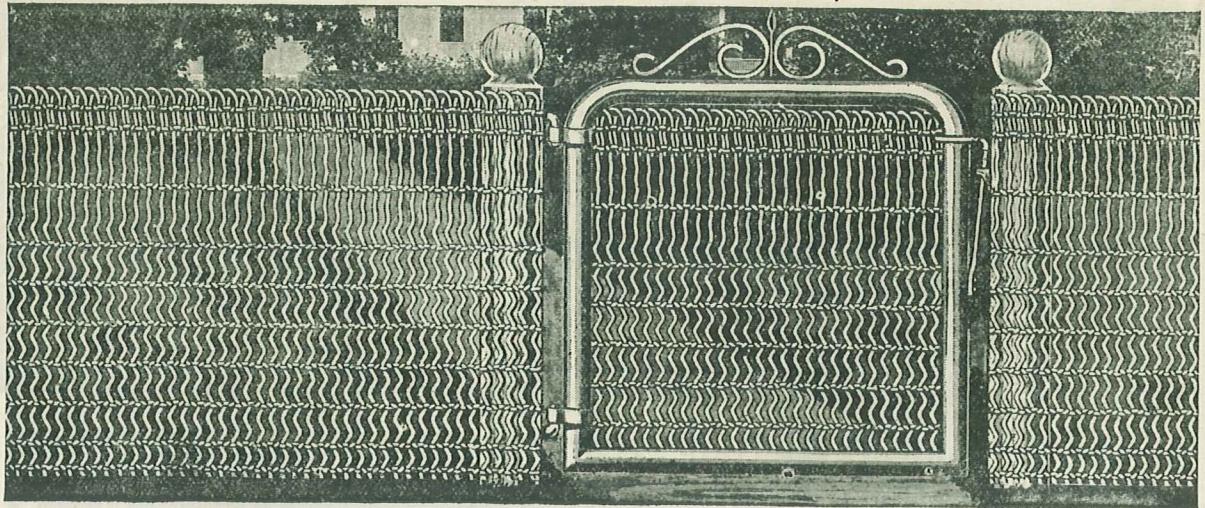
We pay freight on 4 or more gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts
8 ft. x 30, 36, 42, 48 or 60 in.	\$6.05	\$ 6.80	
10 ft. x 30, 36, 42, 48 or 60 in.	6.70	7.45	
12 ft. x 30, 36, 42, 48 or 60 in.	7.35	8.10	
14 ft. x 30, 36, 42, 48 or 60 in.	9.40	10.15	

Style "JJ" Single Drive Gate To Match Style "J" Lawn Fence

EVERY time you drive through this gate you will think of Jim Brown and what a real bargain he gave you. And that's going to mean more business for me because people like to do business where they know they can get real satisfaction, in service and in value. My whole business has been built on the solid rock foundation of giving my customers satisfaction to the limit of their expectation. That's the reason I get orders from farmers every time they need fence, gates, posts, roofing or barb wire. The gate shown here is one of the most popular styles in the country.

WE PAY THE FREIGHT



Style "E" Lawn Fence My Latest Addition—and Look at My Prices!

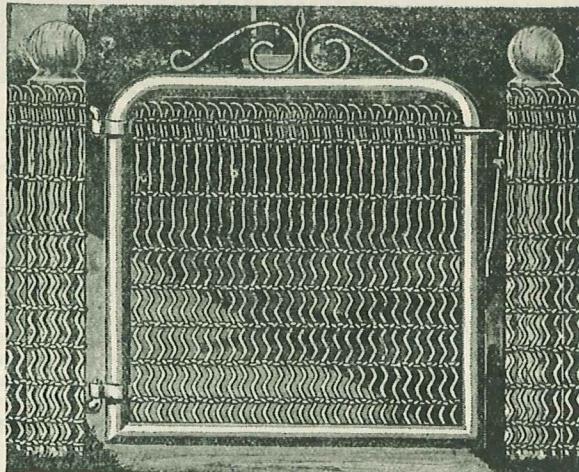
Here is a lawn fence that you will be proud of as long as you live. Combines beauty and durability to such an extent that it practically pays for itself in the increased value of your place. At my prices you can afford to put this lawn fence wherever there is even the slightest need for it. You don't have to skimp.

Style "EE" Walk Gates

To Match Style "E" Lawn Fence
Every Price I Make Makes a Bargain

We pay freight on 4 or more walk gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts
3 ft. x	36 in.....	\$2.95	\$3.70
3½ ft. x	42 in.....	3.40	4.15
3½ ft. x	48 in.....	3.60	4.35
4 ft. x	48 in.....	3.85	4.60



3 feet high
15½ Cts.

Per Running Foot

3½ feet high
17½ Cts.

Per Running Foot

4 feet high
18½ Cts.

Per Running Foot

We pay freight on 100 ft. or more of lawn fence or on smaller quantities if ordered with 30 rods or more of field fencing.

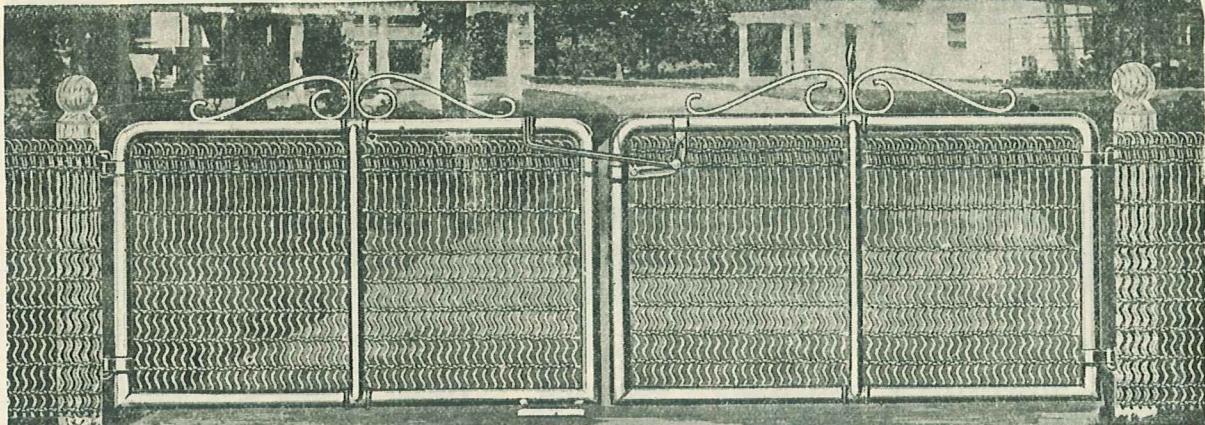
Specifications

Corrugated pickets are all No. 9 double galvanized wire, spaced $1\frac{1}{2}$ inches apart. Cabled line-wires are spaced about 6 inches apart, except the two top wires, which are spaced $2\frac{3}{4}$ inches apart. These are also of heavy, double galvanized material.

Please Read My Guarantee

This Style "E" Lawn Fence as well as every other article in this catalogue is personally guaranteed by me. Remember my guarantee means something. I have been in the fence and wire business for over 35 years and have sold over 125,000,000 rods of Brown Fence to over one-half a million people. You know as a common-sense business proposition that I could not have done this unless I treated everybody fair and square and gave them the highest quality at the lowest prices. Read my guarantee on the inside back cover of this catalogue.

WE PAY THE FREIGHT



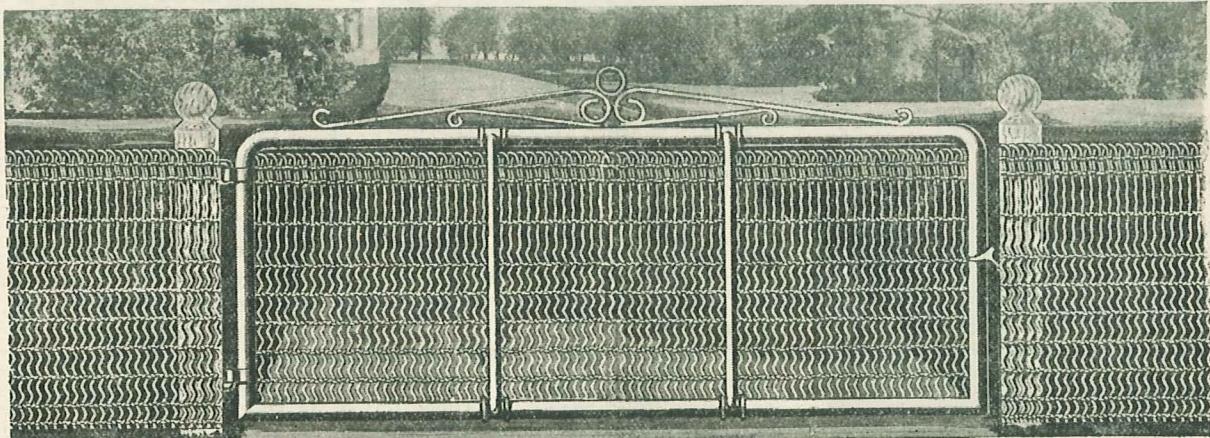
Style "EE" Double Drive Gate To Match Style "E" Lawn Fence

HERE is another Jim Brown special. Think of the improvement this gate would be on your place. Just like putting on a new suit of clothes and a shave and hair cut. It "dresses you up." And this new gate to match your lawn fence "dresses up" your place. I know you will admire the style because it is artistic and neat, and I know the quality will be a source of satisfaction to you for many and many a year.

Brown's Prices Make Competition Sick

We pay freight on 4 or more gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts
8 ft. x 36, 42 or 48 in.....		\$ 6.70	\$ 7.45
10 ft. x 36, 42 or 48 in.....		7.35	8.10
12 ft. x 36, 42 or 48 in.....		8.00	8.75
14 ft. x 36, 42 or 48 in.....		10.05	10.80
16 ft. x 36, 42 or 48 in.....		10.80	11.55



See How Much Money You Save

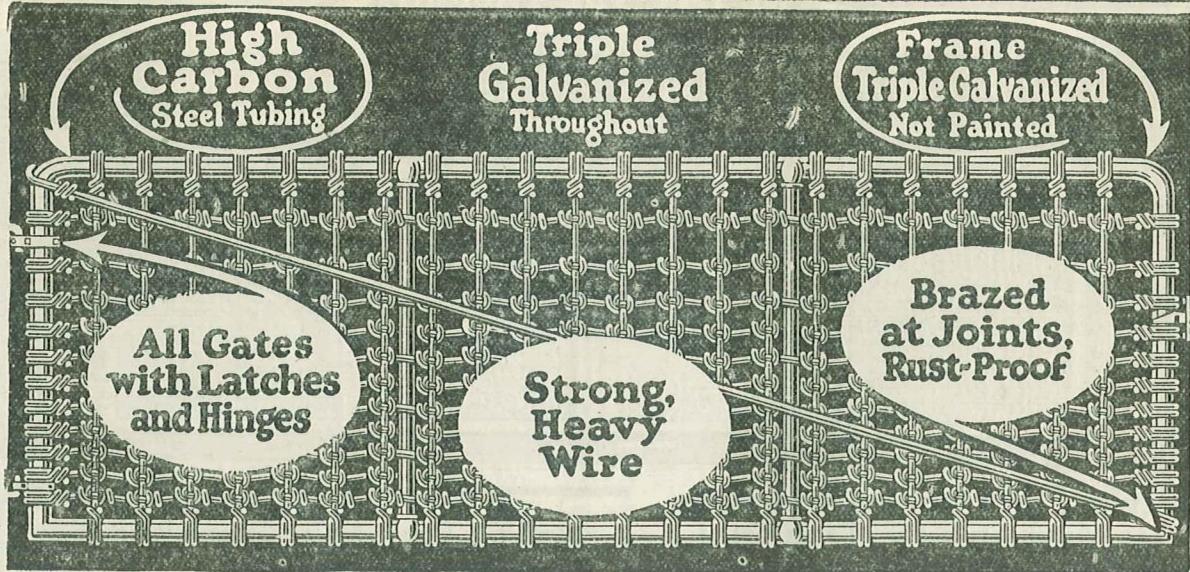
We pay freight on 4 or more gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

Width	Height	With Fittings or Wood Posts	With Fittings for 2" or 3" Steel Posts
8 ft. x 36, 42 or 48 in.....		\$6.05	\$ 6.80
10 ft. x 36, 42 or 48 in.....		6.70	7.45
12 ft. x 36, 42 or 48 in.....		7.35	8.10
14 ft. x 36, 42 or 48 in.....		9.40	10.15

Style "EE" Single Drive Gate To Match Style "E" Lawn Fence

THERE has never before been such a demand for quality. People are learning that anything "cheap" is costly. They know, after expensive experience, that the only thing which governs VALUE is what you GET for what you pay. This has naturally brought me a great deal of business. My policy has always been to start with the highest QUALITY first—and then sell it at the lowest possible price.

DIRECT FROM FACTORY



My Great Triple Galvanized Gates

**Cost No More Than
Most Painted Gates -
Last Many Years Longer!**



THIS picture above just tells the story I want to convey about these Triple Galvanized Steel Gates. They say that a picture is worth a million words if it is the right picture, and I believe you will agree with me that the picture above does tell the direct story. It points out in a minute the triple advantages the Brown Triple Galvanized Gates have over all other gates.

The first thing to remember is that the frames of these gates are galvanized, and not painted. They are galvanized so heavily that the galvanizing becomes practically a part of the metal frame. The next thing to remember is that there is three times as much galvanizing on these gates as there is on any other gate that you ever saw.

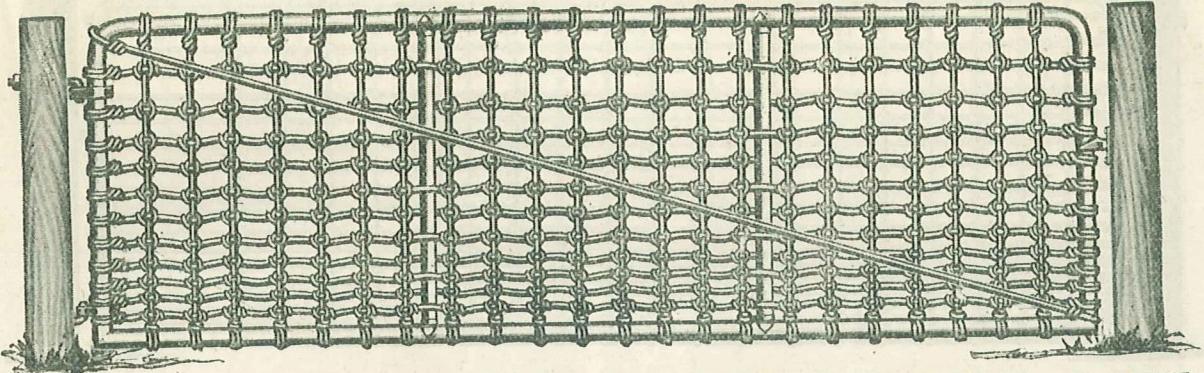
Another important thing is that the frames are made of High Carbon Steel Tubing which we decided to use after experimenting with gas pipe, steel pipe, every form of tee and angle iron that would make a perfect gate frame. That's why we say High Carbon Steel Tubing.

I don't have to tell you any more except that the joints are brazed which makes the frame practically one piece, equally strong all over; that our price includes fittings for wood posts or steel posts as described in the price panels under each gate.

With 35 years of experience behind us, there is no question in our minds but that we are producing the very best gates made. If you have ever ordered these gates I don't have to tell you how good these gates are. If you have never ordered them, do so now and see how good a gate can be.

**You
Would Not
Buy A
Painted Fence -
Why Buy A
Painted
Gate?**

WE PAY THE FREIGHT



STYLE "L" TRIPLE GALVANIZED DRIVE GATE

The frame is heavy, high carbon steel tubing, triple galvanized, brazed at the joints, making the frame practically one piece. The filling is all extra heavy No. 9½ wire, the same as we use in our regular No. 9½ fences. The cross bars are 6 inches apart with 3-inch space between line wires at bottom. This style L gate because of its all No. 9½ wire filler is one of our strongest and most durable drive gates.

SENSATIONAL ROCK-BOTTOM PRICES

On Style "L" Triple Galvanized Drive Gates—All No. 9 1-2 Wire Filling
We pay the freight on 4 gates or more, or on any number when ordered with 30 rods of fence.
Width of all gates is actual measurement between posts, we allowing for latch and hinges.

Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts	Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts
10 ft. x 48 in...		\$5.35	\$6.10	10 ft. x 53 in...		\$5.70	\$6.45
12 ft. x 48 in...		6.20	6.95	12 ft. x 53 in...		6.65	7.40
14 ft. x 48 in...		6.85	7.60	14 ft. x 58 in...		7.30	8.05
16 ft. x 48 in...		7.75	8.50	16 ft. x 58 in...		8.30	9.05

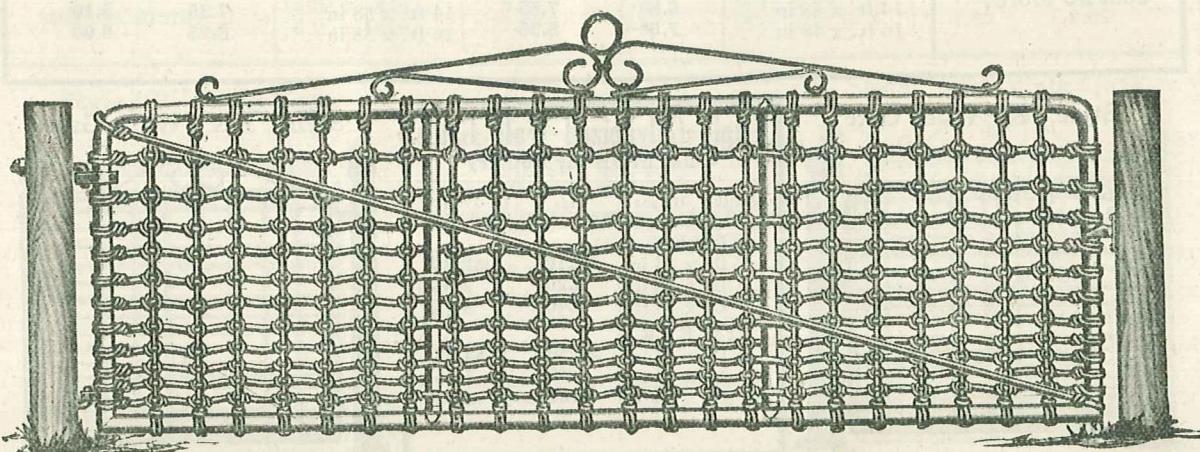
Style "LL" Triple Galvanized Drive Gate EXTRA HEAVY—WITH ORNAMENTAL TOP

A heavy, high carbon steel tubing, triple galvanized, brazed at the joints—all heavy No. 9½ wire. Think of the strength in this wonderful gate. Then note its beauty—the ornamental top “sets it off” just right. This is a gate that is perfect in every detail. It is the kind of gate that makes my customers say to their neighbors, “Write to Jim Brown for anything you want in the line of fence, gates, posts and roofing.”

STYLE "LL" DRIVE GATE—CAN'T BEAT THESE PRICES

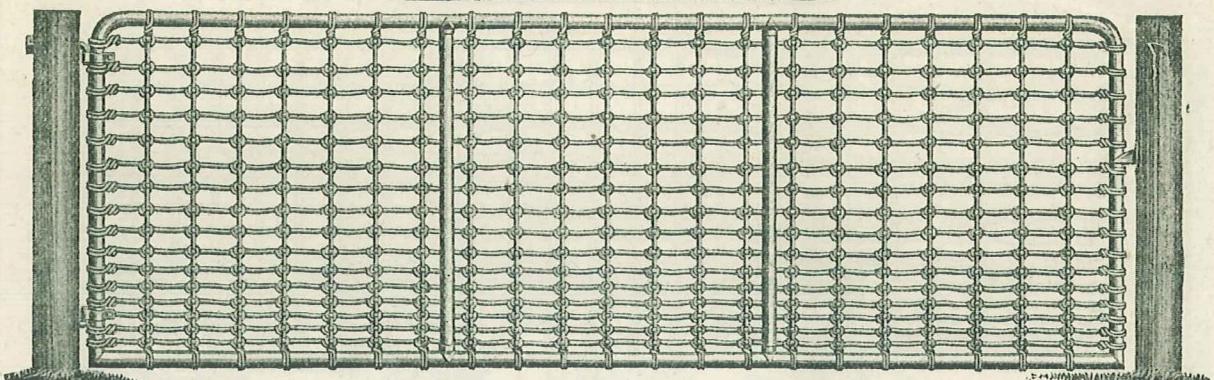
We pay freight on 4 or more gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts	Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts
10 ft. x 48 in.		\$6.15	\$6.90	10 ft. x 58 in.		\$6.50	\$7.25
12 ft. x 48 in.		7.00	7.75	12 ft. x 58 in.		7.45	8.20
14 ft. x 48 in.		7.65	8.40	14 ft. x 58 in.		8.10	8.85
16 ft. x 48 in.		8.55	9.30	16 ft. x 58 in.		9.10	9.85



DIRECT FROM FACTORY

WE PAY THE FREIGHT



Style "K" Triple Galvanized Farm Gates For Stock or Poultry

HERE is a gate designed to match up with any of our heavy poultry fences. It is made in sizes to meet every requirement. If you want uniform beauty—poultry fence and gates of the same trim design throughout your poultry yard—you can do no better than to purchase these close-mesh Poultry Gates. Or they can be used as regular standard bull-proof drive or walk farm gates. The frames are made of high carbon steel tubing $1\frac{1}{4}$ -inch outside

diameter (1-inch in small sizes) in one continuous piece. All the joints are brazed—a method of joining or welding which makes the frame absolutely rigid and watertight, so that moisture cannot rust it.

The filling is all No. 12½ Poultry Fence, with cross bars 6 inches apart. This filling is carefully stretched into the frames with ends securely wrapped and tied. It is impossible for even the smallest chick to get through, as there are four $1\frac{1}{2}$ -inch spaces at the bottom.

You wouldn't think of buying a painted fence would you? Then don't consider a painted gate. My Triple galvanized gates cost no more.

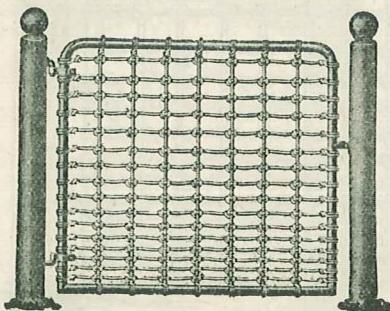
Style "K" Drive Gates—Look at These Factory Prices

Please remember, we pay the freight on 4 or more gates—or on any quantity, when shipped with 30 rods or more of fencing.

Width of all gates is actual measurement between posts, we allowing for latch and hinges.

Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts	Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts
6 ft. x 48 in.		\$3.65	\$4.40	6 ft. x 58 in.		\$4.00	\$4.75
8 ft. x 48 in.		4.55	5.30	8 ft. x 58 in.		5.00	5.75
10 ft. x 48 in.		5.25	6.00	10 ft. x 58 in.		5.65	6.40
12 ft. x 48 in.		6.10	6.85	12 ft. x 58 in.		6.60	7.35
14 ft. x 48 in.		6.80	7.55	14 ft. x 58 in.		7.35	8.10
16 ft. x 48 in.		7.60	8.35	16 ft. x 58 in.		8.25	9.00

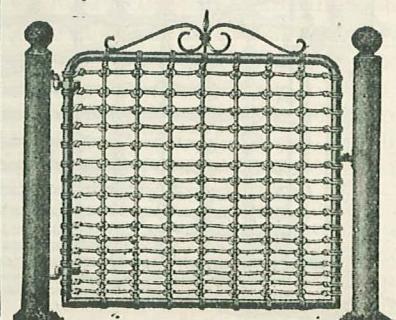
Style "K" Walk Gate



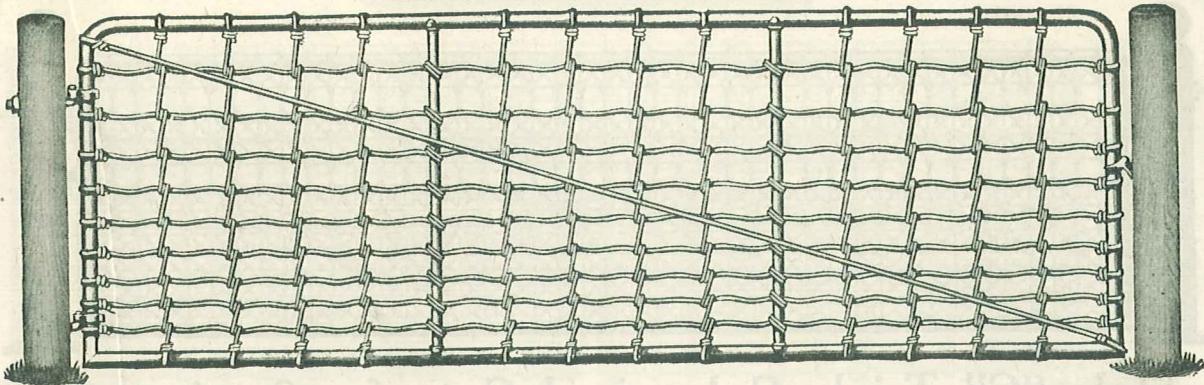
Triple Galvanized Walk Gates Close Mesh for Poultry

Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts
STYLE K			
3½ ft. x 48 in.		\$2.10	\$2.85
4 ft. x 48 in.		2.20	2.95
4 ft. x 58 in.		2.40	3.15
STYLE KK			
3½ ft. x 48 in.		\$2.50	\$3.25
4 ft. x 48 in.		2.60	3.35
4 ft. x 58 in.		2.80	3.55

Style "KK" Walk Gate



WE PAY THE FREIGHT



STYLE "B" TRIPLE GALVANIZED DRIVE GATES

No. 9 STRAND WIRES—No. 12 UPRIGHTS

AT THE top of this page we show our style "B" triple galvanized drive gate which is one of our standard farm gates and designed for general farm use. It is made of heavy high carbon steel tubing and strongly braced with upright and diagonal braces. The filler is No. 9 gauge strand wires and No. 12 uprights. Every part of the gate, including the hinges and latch is heavily galvanized—frames, fittings, and wire filling—absolutely rust-proof. All gates are furnished complete with latches and hinges, ready to hang to the post.

At the bottom of this page you will find illustrated our single walk gates of the style "B" and "BB" pattern.

We are not only the largest manufacturer of wire fence selling direct to the farmer, but also the largest manufacturer of gates. Besides, we have the most complete line and carry a very large

stock of every size and style shown in this book, ready at all times for immediate shipment.

When you buy a gate with the frame triple galvanized, such as we manufacture, you are sure to get the last word in gate construction.

Moreover, in the galvanizing and brazing of a gate frame, we make it absolutely airtight on the inside, leaving no possible chance for moisture to get in and start rust. There is no question but what a triple galvanized gate will wear and outlast two to one a gate with the frame merely painted, and our experience has amply demonstrated that fact.

All 6 and 8 foot single gates have one upright brace—10 foot gates have a diagonal brace and one upright brace—12 feet and over have a diagonal brace and two upright braces.

Answer This!

Would you buy a painted fence? Of course not! Then don't buy painted gates. Brown Triple galvanized gates cost you no more.

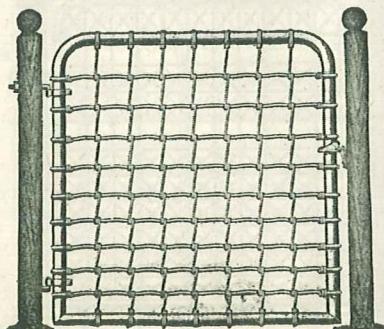
Low Factory Prices of Style "B" Drive Gates

We pay the freight on 4 gates or more, or on any number with 30 rods of fence.

Width of all gates is actual measurement between posts, we allowing for latch and hinges.

Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts	Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts
6 ft. x 48 in....	\$3.45	\$4.20	6 ft. x 54 in....	\$3.60	\$4.35		
8 ft. x 48 in....	4.40	5.15	8 ft. x 54 in....	4.55	5.30		
10 ft. x 48 in....	5.15	5.90	10 ft. x 54 in....	5.35	6.10		
12 ft. x 48 in....	6.00	6.75	12 ft. x 54 in....	6.25	7.00		
14 ft. x 48 in....	6.65	7.40	14 ft. x 54 in....	7.00	7.75		
16 ft. x 48 in....	7.60	8.35	16 ft. x 54 in....	7.90	8.65		

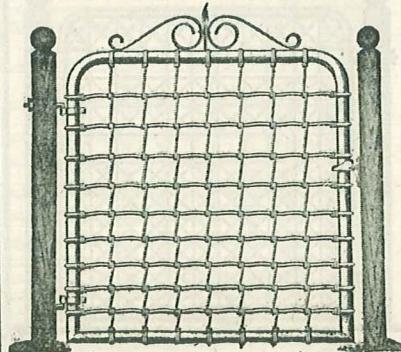
Style "B" Walk Gate



TRIPLE GALVANIZED WALK GATES

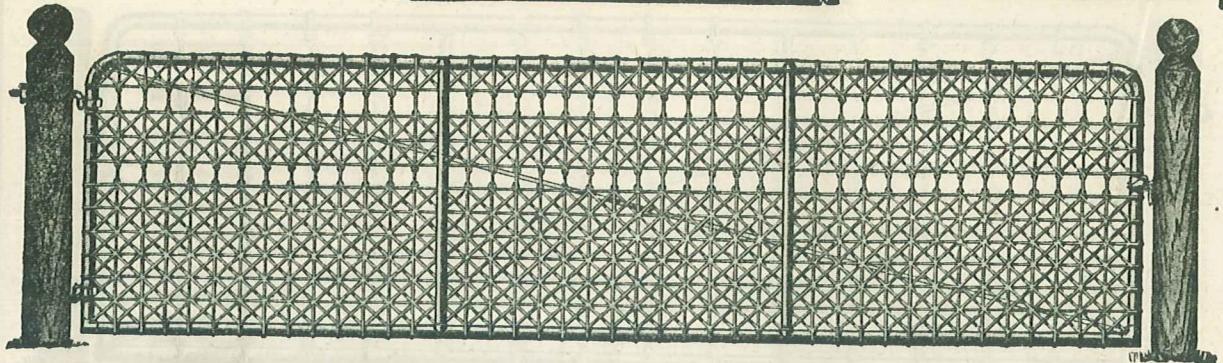
Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts
STYLE "B"			
3½ ft. x 42 or 48 in.	\$2.05	\$2.80	
4 ft. x 48 or 54 in.	2.30	3.05	
STYLE "BB"			
3½ ft. x 42 or 48 in.	\$2.45	\$3.20	
4 ft. x 48 or 54 in.	2.70	3.45	

Style "BB" Walk Gate



DIRECT FROM FACTORY

WE PAY THE FREIGHT



Style "C" Triple Galvanized Gate for Service and Ornament. For Stock or Poultry.

THIS gate is built especially for the farmer who wants to combine a more ornamental design with the same service and durability which can be obtained in any of the Brown Triple Galvanized Gates. The filling is extra close diamond mesh, and the bottom is square. You will note the upright braces, which make this gate strong.

Any farmer who has this gate can honestly say it beats his neighbor's even if his neighbor paid 20 per cent more than our price at a dealer's.

While hundreds of tons of old second-hand and defective

gas pipe are bought every year from scrap dealers and others, and made into gate frames and then painted over to cover up the use of this defective pipe, this Company has never bought a pound of that scrap junk and never will.

When you buy a gate with the frame TRIPLE GALVANIZED, such as we manufacture, you are sure to get first class material, for you can no more galvanize old rusty pipe than your tinsmith can solder an old rusty tin pail.

Our guarantee to refund your money applies to this gate as well as to our others.

Why pay as much or more for painted gates. Our Triple galvanized gates have triple the life—cost you no more.

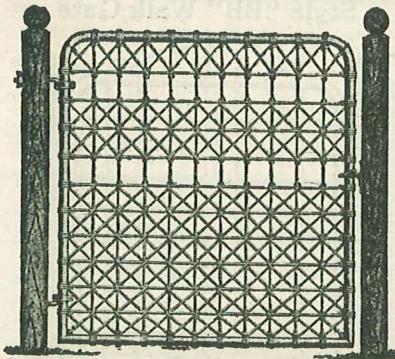
Style "C" Drive Gates—Compare My Prices, Then Buy

Remember, we pay the freight on 4 gates or more if ordered alone, or on even one gate, if ordered with 30 rods of fencing.

Width of all gates is actual measurement between posts, we allowing for latch and hinges.

Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts	Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts
6 ft. x 48 in....		\$3.90	\$4.65	6 ft. x 54 in....		\$4.15	\$4.90
8 ft. x 48 in....		5.05	5.80	8 ft. x 54 in....		5.25	6.00
10 ft. x 48 in....		5.85	6.60	10 ft. x 54 in....		6.00	6.75
12 ft. x 48 in....		7.00	7.75	12 ft. x 54 in....		7.30	8.05
14 ft. x 48 in....		7.95	8.70	14 ft. x 54 in....		8.05	8.80

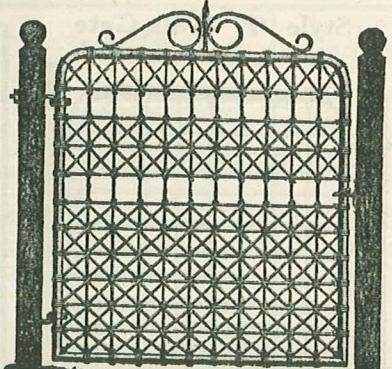
Style "C" Walk Gate



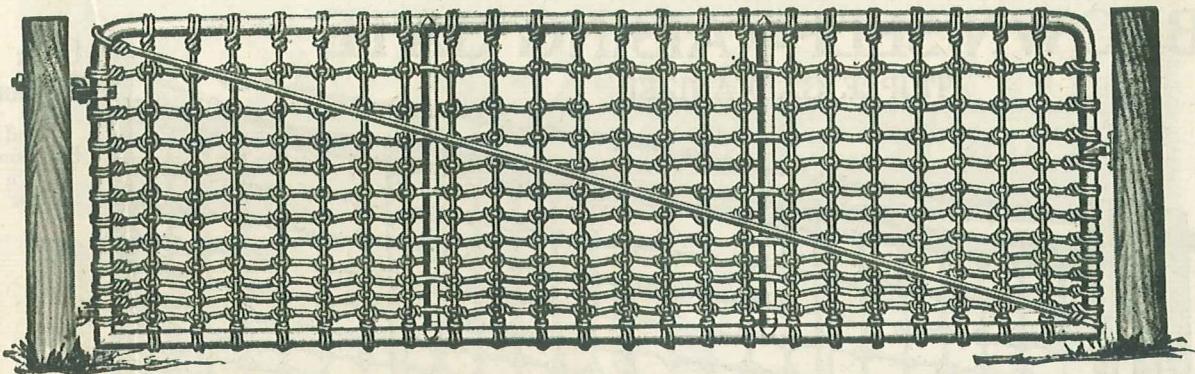
Triple Galvanized Walk Gates Close Mesh for Poultry

Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts
STYLE "C"			
3½ ft. x 42 or 48 in.		\$2.35	\$3.10
4 ft. x 48 or 54 in.		2.60	3.35
4 ft. x 58 in.		2.75	3.50
STYLE "CC"			
3½ ft. x 42 or 48 in.		\$2.75	\$3.50
4 ft. x 48 or 54 in.		3.00	3.75
4 ft. x 58 in.		3.15	3.90

Style "CC" Walk Gate



WE PAY THE FREIGHT



Style "M" Triple Galvanized Drive Gate MADE OF EXTRA HEAVY TUBING

Here is a strong, sturdy gate that is built extra heavy throughout. It will stand up under the hardest kind of wear and tear and will not be affected by the most severe strains. The frame is made of extra large size tubing, triple-galvanized, and brazed at joints so that it is absolutely rust-proof. If you want a gate of the very highest quality and durability you can't go wrong in selecting this one. You will say it is the best gate you have ever seen.

STYLE "M" DRIVE GATE—MY FACTORY PRICES

We pay freight on 4 or more gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts	Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts
10 ft. x 48 in.		\$ 6.30	\$ 7.05	10 ft. x 58 in.		\$ 6.75	\$ 7.50
12 ft. x 48 in.		7.40	8.15	12 ft. x 53 in.		7.90	8.65
14 ft. x 48 in.		8.15	8.90	14 ft. x 58 in.		8.70	9.45
16 ft. x 48 in.		9.20	9.95	16 ft. x 58 in.		9.90	10.65

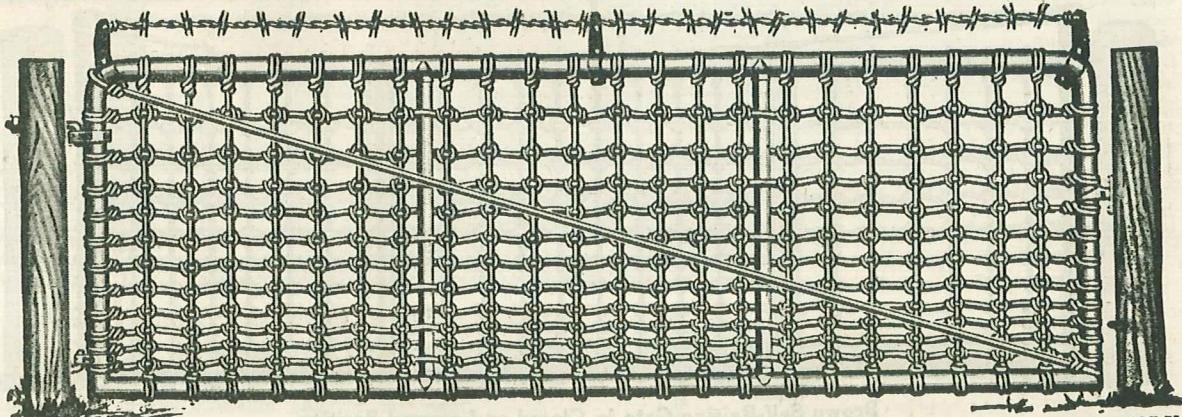
Style "MB" Triple Galvanized Drive Gate EXTRA HEAVY TUBING—WITH BARB WIRE TOP

I am putting out this new Triple Galvanized Gate with barb wire top. This is a very heavy gate and will last a lifetime. The tubing is bigger and heavier than usual. I have used, beyond question, the simplest method of attaching a barb wire top that I have ever seen. The tubing is triple galvanized, brazed at joints and the wire is all No. 9½.

STYLE "MB" DRIVE GATE—LOOK AT MY PRICES

We pay freight on 4 or more gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts	Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts
10 ft. x 48 in.		\$ 7.30	\$ 8.05	10 ft. x 58 in.		\$ 7.75	\$ 8.50
12 ft. x 48 in.		8.40	9.15	12 ft. x 58 in.		8.90	9.65
14 ft. x 48 in.		9.15	9.90	14 ft. x 58 in.		9.70	10.45
16 ft. x 48 in.		10.20	10.95	16 ft. x 58 in.		10.90	11.65

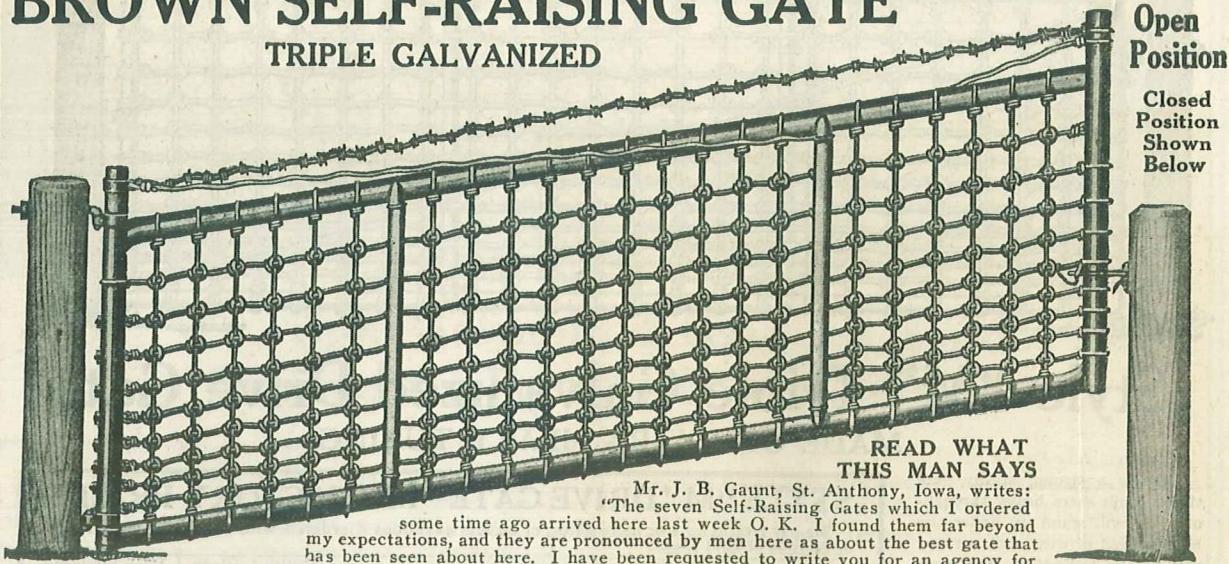


DIRECT FROM FACTORY

WE PAY THE FREIGHT

BROWN SELF-RAISING GATE

TRIPLE GALVANIZED



Open Position

Closed Position
Shown Below

READ WHAT THIS MAN SAYS

Mr. J. B. Gaunt, St. Anthony, Iowa, writes:
"The seven Self-Raising Gates which I ordered
some time ago arrived here last week O. K. I found them far beyond
my expectations, and they are pronounced by men here as about the best gate that
has been seen about here. I have been requested to write you for an agency for
the gates and fence. I would be glad to do what I can for you."

The Brown Self-Raising Gate raises itself automatically, about a foot and a half off the ground when the latch is released. It swings freely in that position, above snow and ice or stones, hummocks and uneven ground.

You can raise this gate—hook it up—and let small stock go from side to side at will, while keeping the larger stock on the side you want them. You can thus allow the hogs or pigs and sheep and poultry to have free run of both fields, or both feed lots, while the horses and cattle stay where they belong.

The frame is made of high carbon steel tubing, about two inches thick, and almost twice as strong and heavy as is used in ordinary gates. The wire is all big, extra

heavy No. 9½ galvanized by the famous "Brown Double Galvanizing Process."

The cross wires are only six inches apart. Strong upright tubes brace the frame firmly. The self-raising device will not weaken as the gate gets old. It will last as long as the gate itself. It is secure when closed. The gate is held fast by the latch which prevents the self-raising device from acting, until released. The gate is as solid and firm as a stone wall. Hogs can't root it up—cattle can't push it open—yet the instant you release it, up goes the gate, and it swings free and clear.

The 14 and 16 ft. Self-Raising Gates have two upright braces, the 12 ft. one upright brace, and the 10 ft. none.

NOTE: The Self-Raising Gates come to you in the raised position, and may appear out of true until they have been hung on the posts and forced down to the proper latched position, in which position they will NOT remain, except when the latch is fastened.

READ THIS!

Please ship us fifteen
Self-Raising Gates 14
ft. wide.

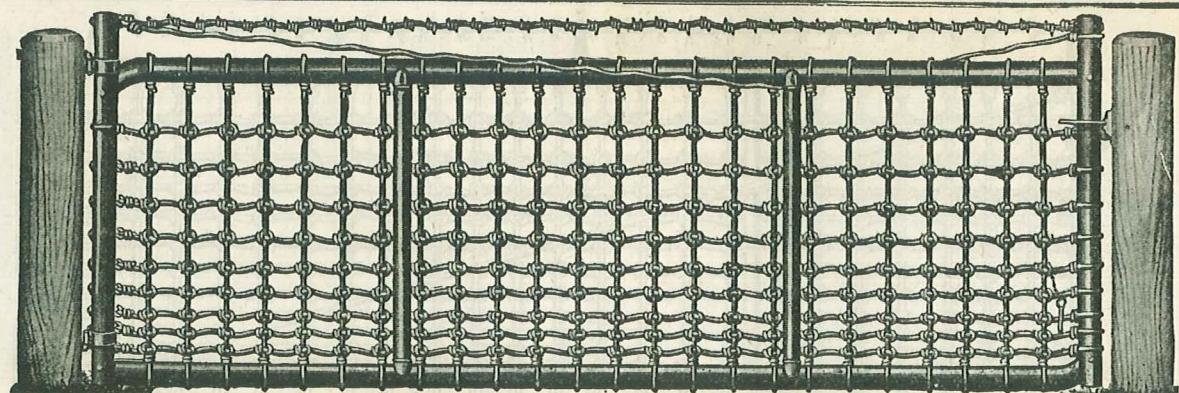
This is over four dozen
of your Self-Raising
Gates we have, and we
take pleasure in saying
that these are the best
gates we have ever seen.

Yours truly,
Horticultural
Development Co.,
Spring Hill, Ala.

Low Factory Prices on Brown Self-Raising Gates

We pay freight on 4 or more gates, or on less quantities if ordered with 100 ft. of lawn fence or 30 rods of field fence.

Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts	Width	Height	With Fittings for Wood Posts	With Fittings for 2" or 3" Steel Posts
10 ft. x 54 in....	\$ 7.40	\$ 8.15	10 ft. x 60 in....	\$ 7.60	\$ 8.35		
12 ft. x 54 in....	8.45	9.20	12 ft. x 60 in....	8.65	9.40		
14 ft. x 54 in....	9.30	10.05	14 ft. x 60 in....	9.35	10.10		
16 ft. x 54 in....	10.15	10.90	16 ft. x 60 in....	10.25	11.00		



Brown Self-Raising Gate in Closed or Lowered Position

DIRECT FROM FACTORY

Fence Stretchers

Every Farmer Should Have One of These

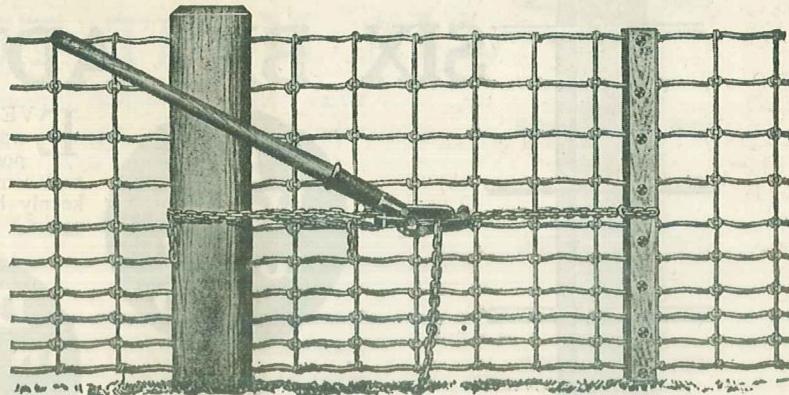
A workman is known by the tools he possesses. It is a hard job doing simple things if you haven't the right tools, but an easy job if you have. These Fence Stretchers make it easy for you to put your fence up, put it up right and keep it up right. They are well worth the cost. As a matter of fact, we are making practically no profit on them, handling them for the convenience of our customers.

BROWN'S STANDARD FENCE STRETCHER \$4.20

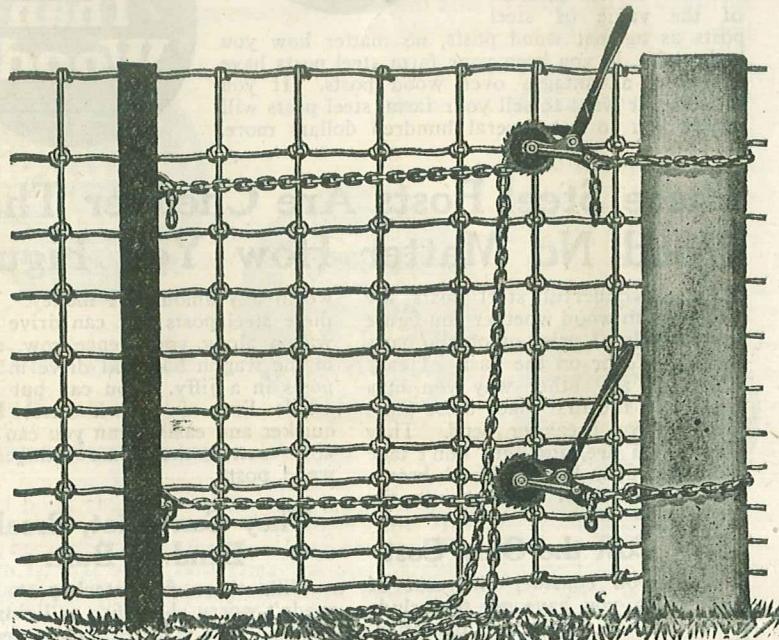
The Standard Fence Stretcher has proved to be satisfactory for all average fences. It is strong enough for any fence in this catalog with strength to spare so there is no danger of it breaking under any strain you may put it to.

Use crowbar or any suitable piece of timber in operating our Standard Stretcher as shown in the illustration. We do not supply the handle.

While the Standard Fence Stretcher is satisfactory in practically every case, we always recommend the Steel Clamp Bar Double Jack Stretcher whenever our advice is asked because it is stronger and easier to use.



BROWN'S DOUBLE JACK STRETCHER \$8.50



Brown's Single Wire Hand Stretcher 75 Cents

This stretcher is intended for stretching single strands of plain or barb wire, and for taking up the slack between the regular heavy stretcher and the last post.



The double Jack Stretcher is for extra heavy work as well as long stretches, particularly for stretching our all No. 9½ woven fences. The Steel Clamp Bar Double Jack Stretcher has a pulling capacity of 20,000 pounds. It consists of a steel clamp bar, 5 feet long, four chains, the jack chains being 8 feet long. This gives ample provision for making long stretches without making two hitches, as is usually done. The outfit includes a nut wrench and a wire twister for splicing.

If a manufacturer has the interests of his customers at heart he recommends the best thing for his customers even if he makes less profit on the best than on something not quite as good. For this reason I urge my customers to get the Double Jack Stretcher shown here if they want the best Stretcher it is possible to get. While the price is higher I am frank to tell you that it is well worth paying the increased price in order to get a Stretcher that will do the work and do it perfectly, and do it easily. If you want the best, order Brown's Double Jack Stretcher.

A REAL in Wonderful

SIX BIG ADVANTAGES

No
Holes
to Dig

Drive
in Like
a Stake

Cheaper
Than
Wood

Make Your Farm Worth More

There is no question of the value of steel posts as against wood posts, no matter how you look at it. If you keep your farm steel posts have enormous advantages over wood posts. If you should ever want to sell your farm, steel posts will enable you to get several hundred dollars more.

These Steel Posts Are Cheaper Than Wood No Matter How You Figure

These wonderful steel posts are cheaper than wood whether you figure on the basis of price or on the basis of long life or on the basis of easy setting or any other way you may figure. In the first place these posts won't rot or break or bend. They won't catch fire, and they don't take you hours upon hours of back-breaking work to haul and set into the ground.

First Cost the Only Cost

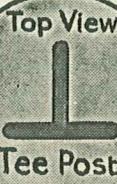
When you consider the cost of fence posts, you have got to include every possible cost of operation. These posts are easy to haul because they nest together and they are easy to set because they drive like a stake. The hauling of wood posts is an expensive job and digging holes is a back-breaking, torturous job that is

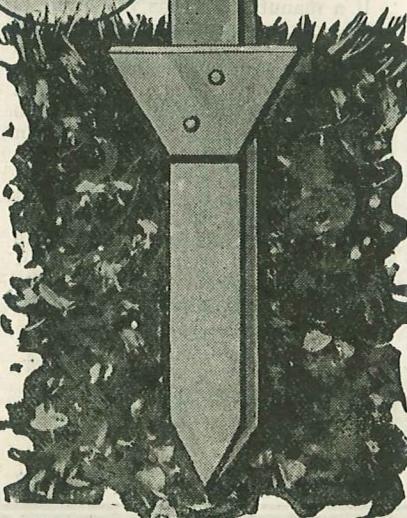
EVERY man who fences in his land has wanted at some time or other to put in steel posts instead of wood posts. At least where replacement was necessary a wise farmer felt keenly how useless it was to put in wood posts again. The only thing that has heretofore prevented more farmers from using steel posts has been price. But now I have solved that problem. My prices tell a story all by themselves.

worth any amount of money. With these steel posts you can drive your wagon along your fence row, stand in the wagon box and drive in your posts in a jiffy. You can put up a whole line of Brown Steel Posts quicker and easier than you can haul and scatter the same number of wood posts.

They Can't Rot, Break, Bend or Burn

With these fine steel posts you needn't worry about fire or lightning. You can keep your fence rows cleaned up so you can use every inch of land right up to the fence and keep the weeds out. Lightning is grounded immediately, and they can't break or bend, because they're built scientifically to withstand wear and pressure.

Top View

Tee Post



SENSATION Steel Posts!

READ ABOUT THEM ALL

THERE are at least six big advantages Brown's wonderful Steel Posts have over all others. The first big advantage is their quality. They are the finest steel posts made. No matter what price you pay, you can't equal them for quality. Two styles include the Carbon Steel Angle and Tee Posts described on the next two pages.

Each of these styles represents the

greatest dollar for dollar value you can get. I bank my entire reputation on this statement.

Make Your Farm Look Better

Every man has in his heart the desire to make his place look its best. Nothing makes a farm look neater and cleaner than posts that stand up straight and trim and strong, that hold the wires upright all the way, that enable the farmer to burn the weeds out of his fence rows so that his farm looks clean. The easiest way to do these things is to put steel posts in.

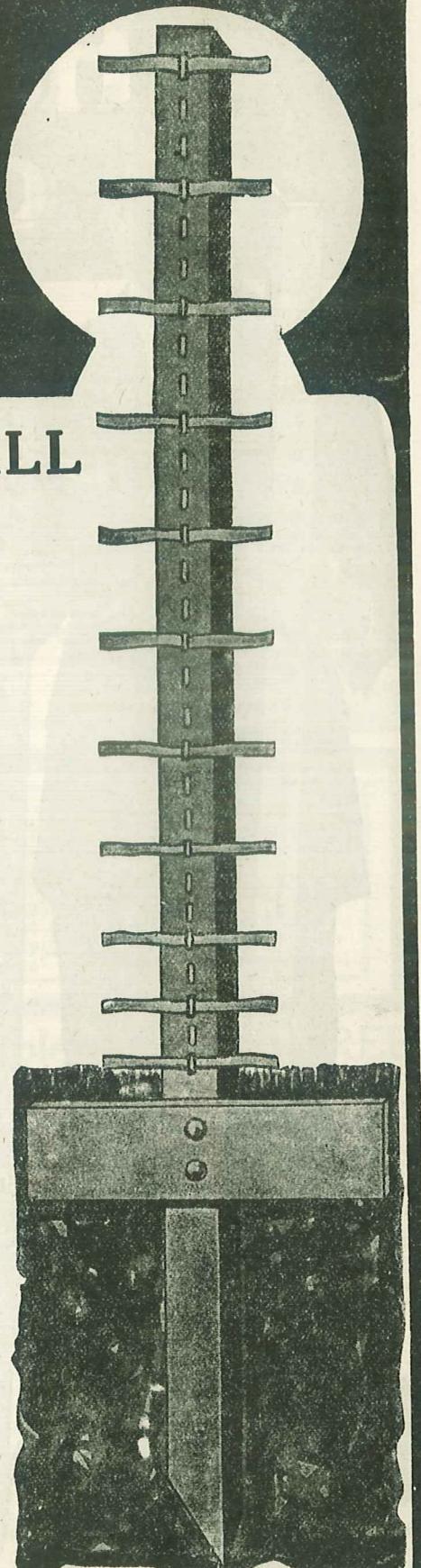
**Fire &
Lightning
Proof**

**Look
Better
Last
Forever**

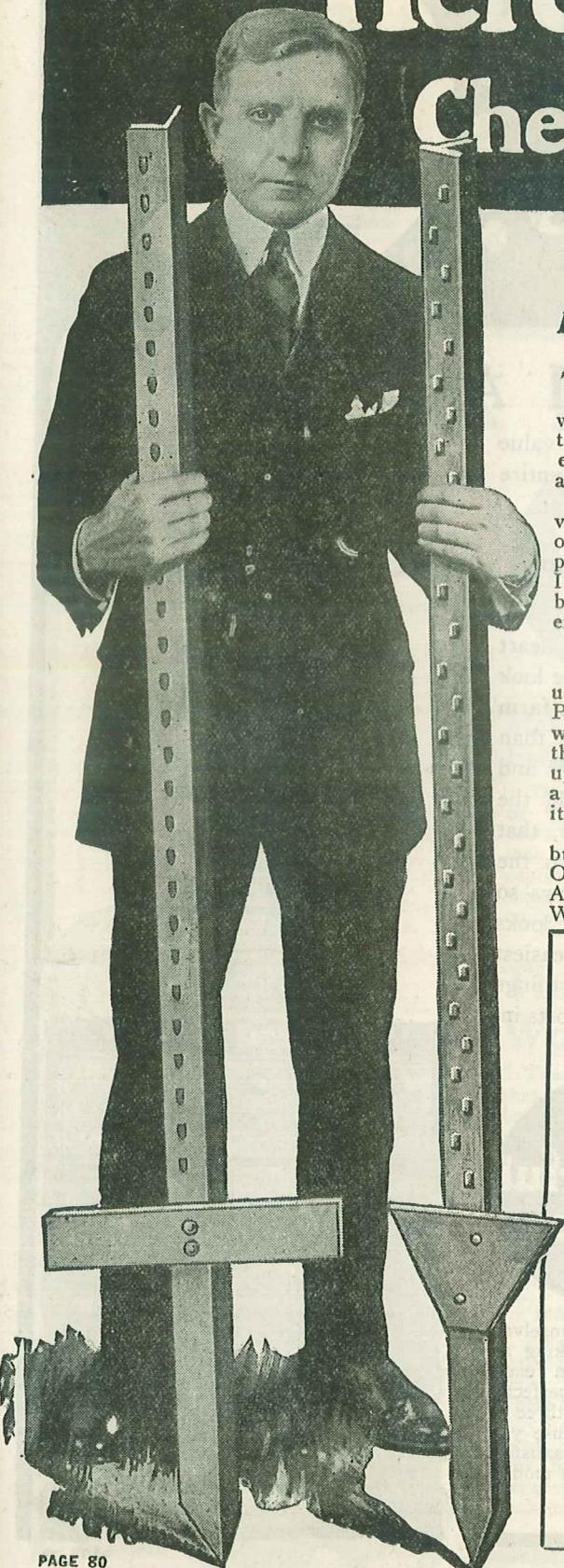
**Two
Wonderful
Styles**

Never Before
Such an
Opportunity on Prices

When you look at the prices I have made on my steel posts you may wonder how I can do it. When you compare them with what others are charging, you may think that others are overcharging. But the truth is, that while others may be overcharging, they can't help themselves. I do not believe that any dealer or other mail order house is making an abnormally big profit on their merchandise. But I have specialized on fence, gates and posts and I sell direct from the factory to you. So it is a perfectly natural thing for my prices to be lower than those who deal through three or four channels before the posts get to you. My prices are low because you deal direct with me, because I pay the freight and because I am satisfied with a small profit on each sale. Now read about the two wonderful models I am offering in steel posts.



Here's My Great Cheaper Than Wood



Fastens With Staples

Here's a Low Priced Steel Post That Ends Your Post Expense

THIS post has become the sensation it deserves to be. It took the country by storm. From the very beginning it went like wild-fire. There has never before been anything on the market that even compared with it on the basis of value. It is the strongest, stiffest, biggest, and heaviest angle steel post on the market and it is sold at a price that beats others a mile.

My farmer friends were quick to recognize the wonderful value in this post. They were quick to see the advantages of steel over wood. They were quick to see the advantages of this steel post over other steel posts. I am willing to let you be the judge. I want you to order these posts on my guarantee that they will be satisfactory in every way or you can ship them all back at my expense and get your money.

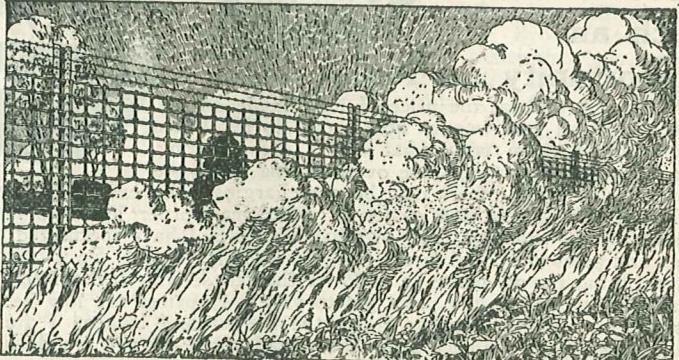
The Strongest Angle Steel Post Made

You know what Carbon Steel is. You know that Railroads use Carbon Steel in making rails. These wonderful Carbon Steel Posts will positively not bend or break at the ground line. They won't rust because they are coated with a rust-resisting compound that defies all kinds of weather and wear. They will always stand up straight and trim because my patented anchor plates give them a large ground bearing surface, yet does not interfere with driving it in.

Remember that these posts are not only cheaper than wood but easier to haul, easier to handle and there is no upkeep cost. Once you put them in you need never bother about them again. And remember that I pay the freight right to your nearest station. When you compare my prices with others, bear that in mind.



This kind of post makes it impossible to burn along the fence row and it means that your place always looks weedy.



With steel posts you can burn along the fence line at any time and keep your place free from weeds and make it look spic and span.

Carbon Steel Post

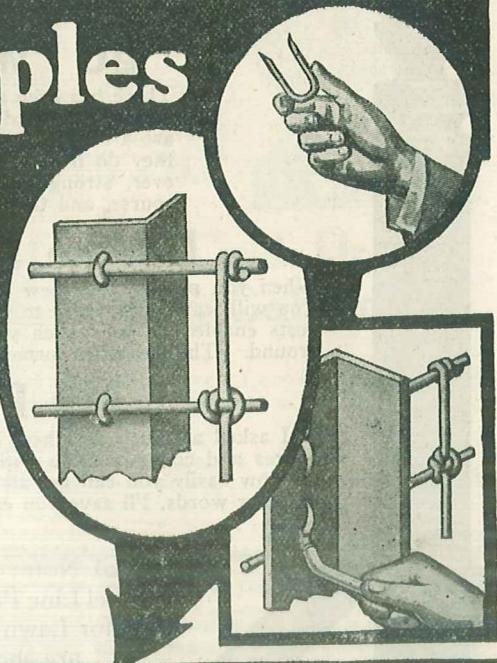
Fastens With Staples

**DRIVE LIKE A STAKE—
FASTENED IN A JIFFY—**

When you build a fence with my Carbon Steel "Angle" Posts, or "Tee" Posts, you don't have to bother with twisting and winding the wires to fasten your fence to the posts—you just use ordinary wire staples and you can fasten every wire securely. The illustration at the right shows you how easily and quickly you can do it. The flat or "wire side" of the posts have holes punched 2" apart—you simply slip a staple over the wire, insert it through the hole in the post and clinch it on the opposite side as shown in figure No. 2. Every wire is securely fastened at EVERY post—no chance for wires to get loose and sag and sag away from the posts. Your fence always stands neat and trim. The wires are fastened to my Carbon "Tee" Posts in exactly the same manner as they are to the "Angle" Posts.

Look at These Remarkable Prices!

We Pay The Freight on 30 Posts or More or on a Less Quantity
if Shipped With 30 Rods of Fencing



Ordered Posts—Wants More

I have received my post order. They are the best I have ever seen. I would like to know if you have a stock of those posts on hand so as to ship them out at once. I will need about 300 more posts. They can't be beat. D. P. TRUITT,
Arcola, Ill.

Length in inches	For Fences Height in inches	Price For ANGLE POSTS	Price For TEE POSTS
60 "	39 inches and under	23 cents each	28 cents each
66 "	45 " " "	25 1/4 "	30 1/2 "
72 "	48 " " "	27 3/4 "	33 1/4 "
78 "	54 " " "	30 "	35 3/4 "
84 "	60 " " "	32 1/4 "	38 1/2 "
90 "	66 " " "	34 1/2 "	41 "
96 "	72 " " "	39 1/4 "	46 1/4 "
108 "	84 " " "	44 "	51 1/2 "



Staple Fastener FREE

The handy stapling tool shown on this page is given ABSOLUTELY FREE with every order for my "Angle or Tee" Posts. With this handy tool you can clinch your staples in a "jiffy"—you don't need any other tool—and remember, I give you one FREE with your order for Single Angle or Tee Posts.

The underground anchors on our Tee and Angle Posts are the main-stay of your posts and fence. Don't be fooled into buying posts sold without anchors, they can't possibly stand up.

If you are going to put up fence, or if your wood posts are rotting and breaking off and ruining your fence, now is the time to get steel posts. There is no steel post that compares with Brown's in quality regardless of price, and there are no steel posts which compare with Brown's in price. These heavy Carbon Steel Posts fill the bill exactly from every standpoint.

The Final Touch of Beauty

Steel End, Corner and Gate Posts to go with Brown Lawn Fence

There has been a demand for steel end, corner and gate posts to match Brown Lawn Fence and in line with my policy I'm supplying this demand. These posts are a trifle lighter than my end, corner and gate posts for field fencing because they do not have to stand the strain put upon field fencing. They are, however, strong and sturdy, two inches in diameter, and heavily galvanized, of course, and they will outlast any wood posts you could use.

Do the Job Right While You're At It

When you put up your new Lawn Fence and Gates, you will want your posts in keeping with their beauty. You will want your fence to stand up straight and trim under all conditions. These end, corner and gate posts enable you to stretch your fence tightly. They anchor permanently and are always solidly in the ground. The beautiful ornamental top adds a dash of beauty which is noticed.

My Prices Make It Easy to Buy

If I asked as much as others do you might hesitate about paying the price. But when you add up the figures and compare them with what you'd have to pay elsewhere for your fence and gates alone you'll see how easily you can get all the posts you need and still save money over what you'd pay anywhere else. In other words, I'll save you enough money so you practically get your posts for nothing.

Special Note:
Steel Line Posts
for Lawn Fence
are shown on
page 81

Line
posts
are shown
on page 81 of
this catalog. Either
style can be used with
these end, corner and
gate posts and by using
Brown Fence, Brown Posts
and Brown Gates, you will
have a combination which will
last a life time.

FREIGHT PREPAID PRICES ON STEEL END, CORNER AND GATE POSTS

We pay the freight on orders for 4 or more end, corner or gate posts or on any quantity when ordered with 30 or more line posts.

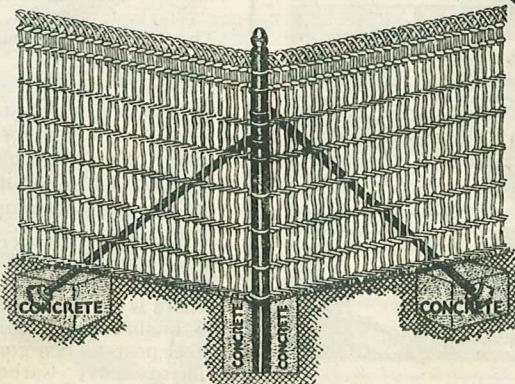
Prices include braces, all brace attachments and ornamental top, making complete post ready to set.

Length in inches	For Fences Height in Inches	Galvanized End or Gate Post Complete	Galvanized Corner Post Complete
60 inch post	36 inches	\$2.35	\$3.60
72 " "	48 "	2.50	3.80
84 " "	60 "	2.65	4.00

These posts are especially adapted to lawn fencing.

The life of a fence depends a lot on the end and corner posts as these posts carry the strain. End and corner posts should always be set in concrete, as illustrated. It is a simple matter to attach your fence to these posts, bringing the line wires around the post and wrap them back on themselves. This gives you a lock which will not slip under any condition.

CONCRETE



CONCRETE

Steel End Corner and Gate Posts



End and Corner Posts are furnished either with or without ornamental tops. The ornamental tops are extra. Price 75 Cents Each.

Make Your Fence Stand Up Longer



A great strain is placed on End, Corner and Gate Posts and these must not only be securely anchored but strong in themselves so that they can hold up this weight without breaking or bending at the ground line, and still enable you to stretch your fence until it hums. I have experimented with hundreds of styles of end, corner and gate posts but have never found anything to equal the posts I am offering you now.

These are made of No. 9 Gauge Cold Drawn Tubing, 3 inches in diameter, Heavily Galvanized

I want your Brown Fence to look spick and span for years. That's why I have arranged to supply you with these Extra Heavy, Extra Strong, and Extra Durable Steel Corner Posts. These end and corner posts are made of No. 9 Gauge, Cold Drawn Steel Tubing, 3" in diameter, heavily galvanized inside and out.

They are absolutely rust proof, can't burn, won't rot or break off at ground line. When comparing the cost of these Steel Corner Posts with wood posts, remember that the true cost of a post must be figured out on the cost per year of service.

Look at My Low Direct From Factory Freight Prepaid Prices

I have used wood posts, I have used cement posts, and I have used steel posts. I have anchored posts in many different ways, but I have never found a system of end and corner and gate posts that compare with this. They are strong, sturdily built, the method of anchoring is simple, it is sure, and once up you will never have to worry about them—they are up for good. Remember that these posts are made of No. 9, cold drawn tubing, 3" in diameter, heavily galvanized. You can't beat them for strength.

FREIGHT PREPAID PRICES ON STEEL END, CORNER AND GATE POSTS

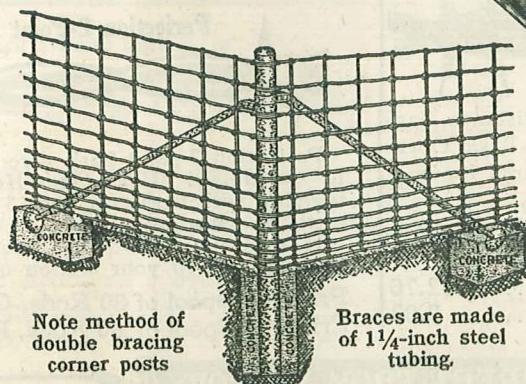
We pay the freight on orders for 4 or more end, corner or gate posts or on any quantity when ordered with 30 or more line posts.

Prices include braces and all brace attachments making complete post ready to set. Ornamental Tops 75 Cents Each.

Length in inches	For Fences Height in Inches	Galvanized End or Gate Post Complete	Galvanized Corner Post Complete
72 inch post	36 inches	\$3.40	\$4.95
84 " "	48 "	3.65	5.15
96 " "	60 "	4.30	6.15
108 " "	72 "	4.90	6.50

NOTE—Steel Line Posts are shown on page 81.

Here are my low, Direct-From-Factory-Freight-Prepaid prices on these Steel Corner and End Posts. They are guaranteed to outlast any other post—they are bigger, heavier and stronger than any Steel Corner or End Post on the market. Order the number you need for your fence requirements. You'll find them entirely satisfactory—the word and guarantee of Jim Brown are back of them, so you take no risk in ordering as many as you need.



Note method of double bracing corner posts

Braces are made of 1 1/4-inch steel tubing.

WE PAY THE FREIGHT



Down Go Prices of

Brown Special 2-Point Barb Wire



The Brown Special, 2-point long distance barb wire is made of two No. 14 Galvanized Basic Open-Hearth wires, twisted together with barbs for hogs 3 inches apart and for cattle 5 inches apart.

It is put up in 80-rod spools and sold by the spool. Freight paid to your station on 3 spools or more.

Price per Spool of 80 Rods, Cattle \$2.32

Price per Spool of 80 Rods, Hog 2.48

Brown Special 4-Point Barb Wire



The Brown Special, 4-point long distance barb wire is made of two No. 14 Galvanized Basic Open-Hearth wires, twisted together with barbs for hogs 4 inches apart and for cattle 6 inches apart.

It is put up in 80-rod spools and sold by the spool. Freight paid to your station on 3 spools or more.

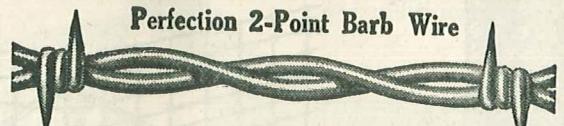
Price per Spool of 80 Rods, Cattle \$2.76

Price per Spool of 80 Rods, Hog 2.93

My Prices Tell How Much You Save

If you have bought barb wire recently, I won't have to say much to you about the values I am offering now, because my prices will give you all the money saving facts you need to be convinced. We are doing an enormous business in barb wire and we can afford to take a small profit on each spool. The barb wire shown on these two pages is priced so that you will buy all you need now and all you will need for months to come.

Perfection 2-Point Barb Wire



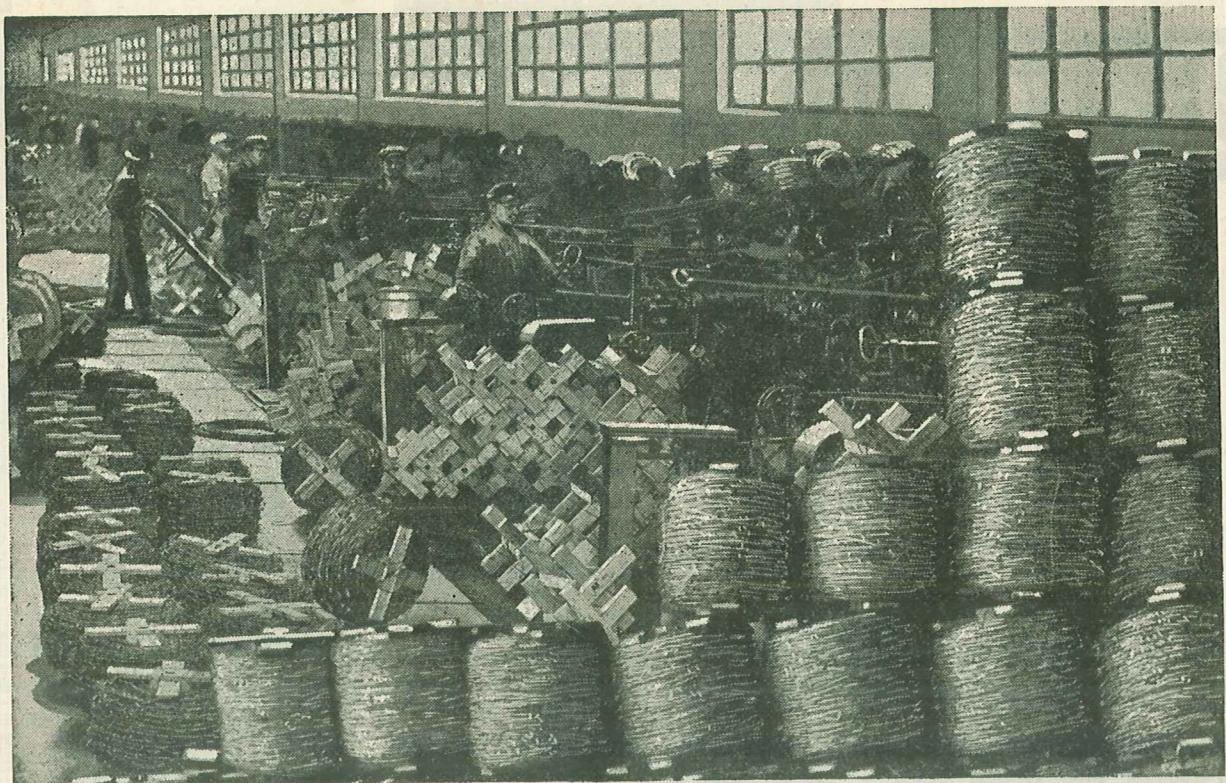
Perfection 2-point barb wire is made of two No. 13 Galvanized Basic Open-Hearth wires, twisted together with barbs for hogs 3 inches apart and for cattle 5 inches apart.

It is put up in 80-rod spools and sold by the spool. Freight paid to your station on 3 spools or more.

Price per Spool of 80 Rods, Cattle \$2.86

Price per Spool of 80 Rods, Hog 3.12

WE PAY THE FREIGHT



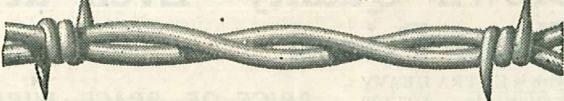
Barb Wire and Staples!

My Quality Guarantees Your Bargain

AS I have said repeatedly a low price in itself means absolutely nothing. If you bought a horse for \$5 and in a week had nothing but a carcass on your hands you would have gotten a bargain if you considered the price only. But when you considered service, you would feel that you were "stung." And that is true of fencing and barb wire or anything else. I know that this barb wire is a lot higher quality than you ever expected to get at anywhere near the price.

We pay the freight on 3 spools or more, or on any quantity when shipped with 30 rods of fence.

Standard 2-Point Barb Wire

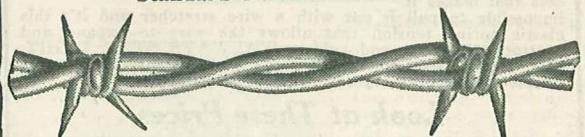


The standard 2-point barb wire is made of two No. 12 Galvanized Basic Open-Hearth wires, twisted together with bars for hogs 3 inches apart and for cattle 5 inches apart.

It is put up in 80-rod spools and sold by the spool. Freight paid to your station on 3 spools or more.

Price per Spool of 80 Rods, Cattle \$3.16
Price per Spool of 80 Rods, Hog 3.38

Standard 4-Point Barb Wire



The Standard 4-point barb wire is made of two No. 12 Galvanized Basic Open-Hearth wires, twisted together with bars for hogs 4 inches apart and for cattle 6 inches apart.

It is put up in 80-rod spools and sold by the spool. Freight paid to your station on 3 spools or more.

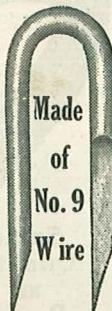
Price per Spool of 80 Rods, Cattle \$3.39
Price per Spool of 80 Rods, Hog 3.66

Save Big Money on Staples

1 inch,	108 staples to the pound.
1 1/4 inch,	85 staples to the pound.
1 1/2 inch,	70 staples to the pound.
1 3/4 inch,	60 staples to the pound
2 inch,	55 staples to the pound

Price per keg (100 pounds).....	\$4.17
Price per 5-pound package.....	.28
Price per 10-pound package.....	.50
Price per 15-pound package.....	.78
Price per 20-pound package.....	1.00
Price per 25-pound package.....	1.24
Price per 50-pound package.....	2.33

Freight paid with other material.



PAGE 85

DIRECT FROM FACTORY

WE PAY THE FREIGHT

Bargains In Smooth Wire

WHEN you buy smooth wire you want it just as high quality as you can possibly get. No matter what you are going to use it for you don't want it to rust out and become worthless in about a year. We sell carload after carload of this smooth wire and we haven't had a complaint from any one although many have had this wire up for five, ten and even fifteen years. And what is true of this smooth wire is true of the coiled spring wire and Brown's brace wire. In each case they are made of Open Hearth Steel heavily double galvanized the Brown way which makes it non-rusting and practically wear and weather proof.

Brown's Hard Coiled Spring Strand Wire

If you build a fence with Brown's Coiled Spring Strand Wire you have a fence you can bank on—a fence that will stand tight and trim Winter and Summer—year after year. The "Wave" or "Crimps" are put into this wire by a special process that makes it impossible to pull it out with a wire stretcher and it's this elastic spring tension that allows the wire to expand and contract with heat and cold and ALWAYS STAY TIGHT. The tensile strength of Brown's Coiled Spring Wire is double that of ordinary soft wire of the same size.



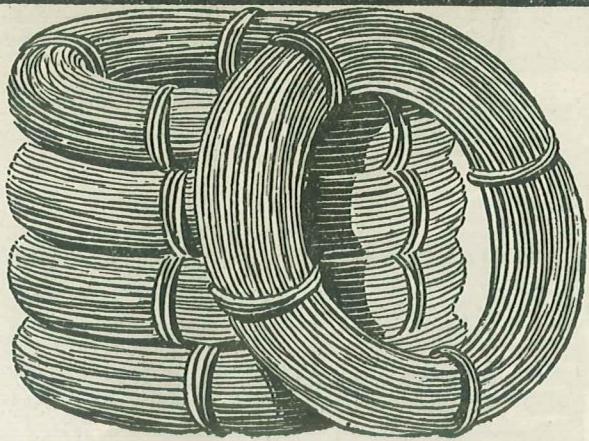
This wire is made of Basic Open Hearth Steel, galvanized by Brown's Double Galvanizing process, making it non-rusting and durable.

Look at These Prices

Price of Coiled Spring Strand Wire

No. 9.....	\$4.01 per 100 lbs.
No. 10.....	4.06 "
No. 11.....	4.10 "

We pay the freight on 300 lbs. or more.



Double Galvanized Open Hearth Steel Smooth Wire

Here's a grade of smooth wire you can bank on because it's "Brown Quality." It's made from Basic Open Hearth Steel—Double Galvanized by the Brown Process—the same galvanizing that has made Brown fencing famous the country over for its long wearing, non-rusting qualities.

Look at These Freight Paid Prices

No. 9.....	\$3.90 per 100 lbs.
No. 10.....	3.95 "
No. 11.....	4.00 "
No. 12.....	4.05 "
No. 13.....	4.15 "
No. 14.....	4.25 "

We pay the freight on 300 lbs. or more.

Brown's Extra Strong Brace Wire

Yes -- It's Brown Quality -- Even at These Prices!



Same Quality as Brown Fence

My Brace wire is EXTRA HEAVY AND EXTRA STRONG. You can twist it until it sings like a bow string without breaking it. It is made of No. 9 Gauge Open Hearth Steel Wire—Double Galvanized.

Be sure when ordering fencing to include enough brace wire to brace your end posts and hold them rigid—it costs little and insures you a neat, non-sagging fence. This wire runs about 17 feet to the pound and is put up in 5, 10, 15, 20, 25, 50 and 100 lb. coils.

PRICE OF BRACE WIRE	
5 lb. Coils.....	\$.26 each
10 lb. Coils.....	.49 each
15 lb. Coils.....	.73 each
20 lb. Coils.....	.93 each
25 lb. Coils.....	1.10 each
50 lb. Coils.....	2.15 each
100 lb. Coils.....	3.90 each



And Here's What They Say About My Paint and Roofing



SAVED \$1.38 PER GALLON

We have examined the paint ordered recently and we are satisfied as to the quality, etc. We saved about \$1.38 on the gallon by buying from you.

M. A. Conkle. R.F.D. No. 1, Box 153, East Liverpool, Ohio.



Covers Lot of Surface

I have just finished painting my house. I am delighted with your paint. It covers a lot of surface and spreads smoothly, leaving a beautiful finish. I think I have the nicest house in Englewood.

W. L. Davis,
Englewood, Tenn.

BEST IN QUALITY AND PRICE

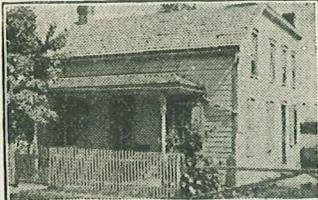
I wish to let you know that the roofing I ordered of you arrived a few days ago. My landlord says he has handled a lot of roofing, but this is the best yet. It sure fills the bill, in quality and also in quantity and price.

Andrew Walker, Clatonia, Nebr.

Never Saw Finer Paint

We are well satisfied with the paint. Our painter said he never in his life worked with paint that was nicer and smoother than yours. All the people who see our home ask where we got our nice paint and of course we tell them from Jim Brown.

Ivan K. Kulp.
Lititz, Pa., R.F.D. No. 4



\$40.00 WORTH SAVING ON ROOFING

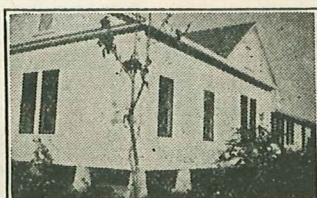
The 50 rolls of roofing came all O.K. We are well pleased with it. We saved just about some \$40.00 or over. Thank you for your prompt shipping.

Wm. F. Stimmel, Souderton, Pa.

JIM BROWN'S PRICES SAVED \$14.40

I wish to say your paint is much better than I expected. I did not expect to get such good paint for so little money, in fact, I don't believe it can be beat. The appearance is fine—could not be better. My house is 36 x 70. I gave it two coats and have two gallons left. So I saved \$14.40 on my ten gallons by buying from you.

S. A. Elwell.
Punta Gorda, Florida.



A SAVING OF \$20.00 ON PAINT

The paint I have not used yet, but have no doubt that it is good as I find the other goods of superior quality. The saving in cost of paint was about \$20.00.

W. P. Peabody. Alton, N. H.

Saved \$1.30 a Gallon

Your paint is the heaviest paint I have ever used. It covers better and it goes farther. And my neighbors say it is the whitest paint they ever saw. You saved me \$1.30 a gallon.

Harry Thomas,
Athenia, N. J.



GREAT ROOFING — PROMPT SHIPMENT

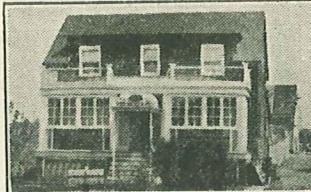
I received my order of Roofing all in fine shape. Thank you for your promptness in the way you handled my order; also think your roofing is great. I assure you I will recommend your roofing to all I come in contact with.

Geo. W. Smith, Gallitzin, Penna.

Saved \$1.50 on Every Gallon

In regard to your paint we found it very satisfactory. It looks good on the building, very much better than expected, as the house is very old. Every one speaks of it. The paint here would have cost me over \$1.50 more per gallon.

J. B. Morse. Box 33
East Foxboro, Mass.



ROOF SAVER MAKES NEW ROOF

Received shipment of Roof Saver O.K. Am well pleased with it. I consider my roof is as good as new. Will need more this fall.

W. H. Austin, Gorham, Maine.

WILL USE NOTHING BUT JIM BROWN'S PAINT

I have just completed painting my large barn and several other buildings on my farm with Brown's Wearbest Paint, and must say that the paint spreads well, covers good and looks neat in appearance. I have used many kinds of paints but hereafter nothing except Wearbest for me. Neighbors ask me where I got the paint and, of course, I tell them from Jim Brown. Hereafter I will give you my paint orders.

Geo. J. Wettschurack.
LaFayette, Ind.



More Records of Money Savings On Paint and Roofing

MR. DRAPEAU WELL SATISFIED

I will just write you a line on account of your paint. We are very well satisfied with it and my building looks very good after painting it with Jim Brown's Paint. Many in this town think that it is good paint and like the looks of my house. When we need any paint, we will know where to send for it.

Eusebe Drapeau.

Sanbornville, N. H.

LET ME SAVE YOU MONEY TOO

I received the paint. Have it on the house and it looks good. I am a stockholder in a company selling paint but I can do better with you on paint and wire. If in need of anything in your line, will call on you.

Perry, Iowa.

Robert Hostie.

Price Less Than Elsewhere

The paint spreads well and looks well. The price per gallon was considerably less than other dealers quoted.

Olin J. Kelley.
Franklin, N. H.

Likes Roof Saver Fine

We put your Roof Saver on our I.O.O.F. Building and what we had left we used among ourselves on our buildings and all like it fine.

Robert Wilson.
Lithonia, Ga.

HERE'S GOOD PROOF

Tarkio, Mo.

Gentlemen:

Here is what my painter says about the Brown's Wearbest Paint (he has been painting for nearly forty years). Spreads and covers well and makes a nice white job. The inside paint and varnish is the equal of any he ever used.

I estimate my saving on this bill at around \$50.00. The covering capacity of the outside paint is all you claim for it. This house has been built 46 years and has not been painted for nine years. The porch around the front of the house is new and had three coats of paint.

Yours truly,
D. C. Rankin,

Tarkio, Mo.



NEIGHBORS SURPRISED AT LOW PRICE

The roofing I bought from you is on the house. My neighbors take off their hats when I tell them the price.

W. E. Mallory, Marengo, Ind.

SAVED \$1.24 PER GALLON

Gentlemen:

The house paint ordered from you reached me in fine shape. I am doing the painting myself. The quality of the paint is A No. 1—spreads very evenly and is easy to apply and shows a fine glossy coat when dry. The saving in cost is \$1.24 per gallon and the paint we get here don't seem to run as much surface to the gallon as your paint.

Yours very truly,
Thomas F. Redwood,
Kissimmee, Fla.,
R. R. No. 1.



WEARBEST PAINTS DRY HARD AND GLOSSY

I received my paint and applied it in March and will say as to quality I think it is unsurpassable and can be applied by anyone who can handle a brush. My house was much in need of paint, very much weather beaten and rough. The house is 45 ft. square one story. Ten gallons gave it two good coats and the paint is perfectly glossy and hard. Doesn't rub off any.

T. D. Dorris.

Westmoreland, Tenn.

SORRY DID NOT GET MORE

I received my roofing today and it was O.K. All that I am sorry about is that I did not send for more. If I ever need any more I shall send to you for it. This is just fine for the money.

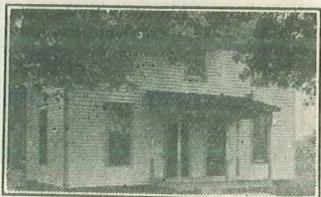
Will Malone.

Westlake, La.

First Class Paint: Saves One Third

I will say first that your company puts out a first class paint. I also think the building which I painted looks 75% better after it is painted. I also want to state that I saved about 33 1/3% on the price of the paint. I am well pleased with the paint.

Fred C. Fietsam.



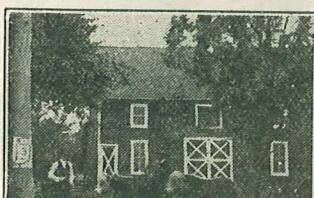
SAVED \$50.00. HAS 25% BETTER JOB

May 23rd, 1922.

Gentlemen:

The Wearbest Paint I received is more than satisfactory. The painter says it is the best paint he ever used and several of his customers have placed their orders with you for their paint. I am located on the Interurban & State Highway where there is an immense traffic and since I completed the painting there is numerous comments on the fine appearance. I have not seen a job this year that equals it and I saved at least \$50.00 in cost and I believe I have 25% better job than I would have by using the ordinary paint.

Brazil, Ind.



Yours truly, H. O. Pearce,

SAVED ONE-THIRD ON PRICE

Will say we like your paint fine. It is just all O.K. and we saved one-third on the price.

J. C. Lewis.

R. F. D. No. 1, Box 158, Manchester, N. H.

SAVED ONE-THIRD

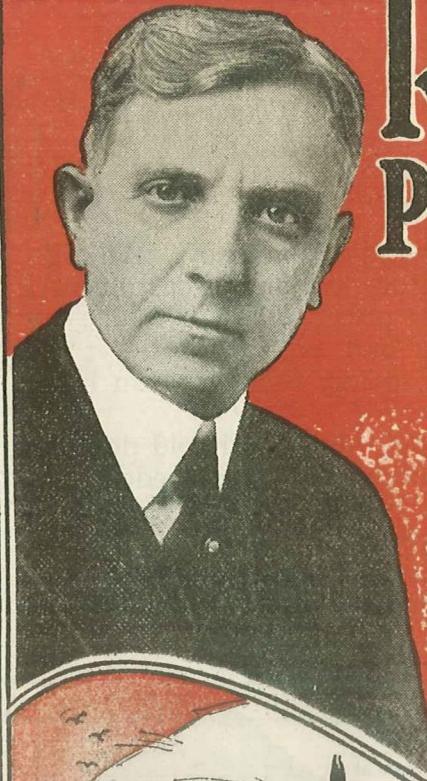
Gentlemen:

I wish to say your paint is all right and one-third cheaper than I could buy it here and perhaps not so good a paint as yours. When I want more paint, Brown will get the order.

Enclosed you will find a snap shot of the barn and house with one coat of your paint which seemed to cover the surface in good shape.

Respectfully,
David M. DeMerchant,
Portage, Maine,
Box 127.





I've Cut My Roofing Prices to Bed Rock

10 Pages of Sensational Values in Highest Quality Asphalt Ready Roofing

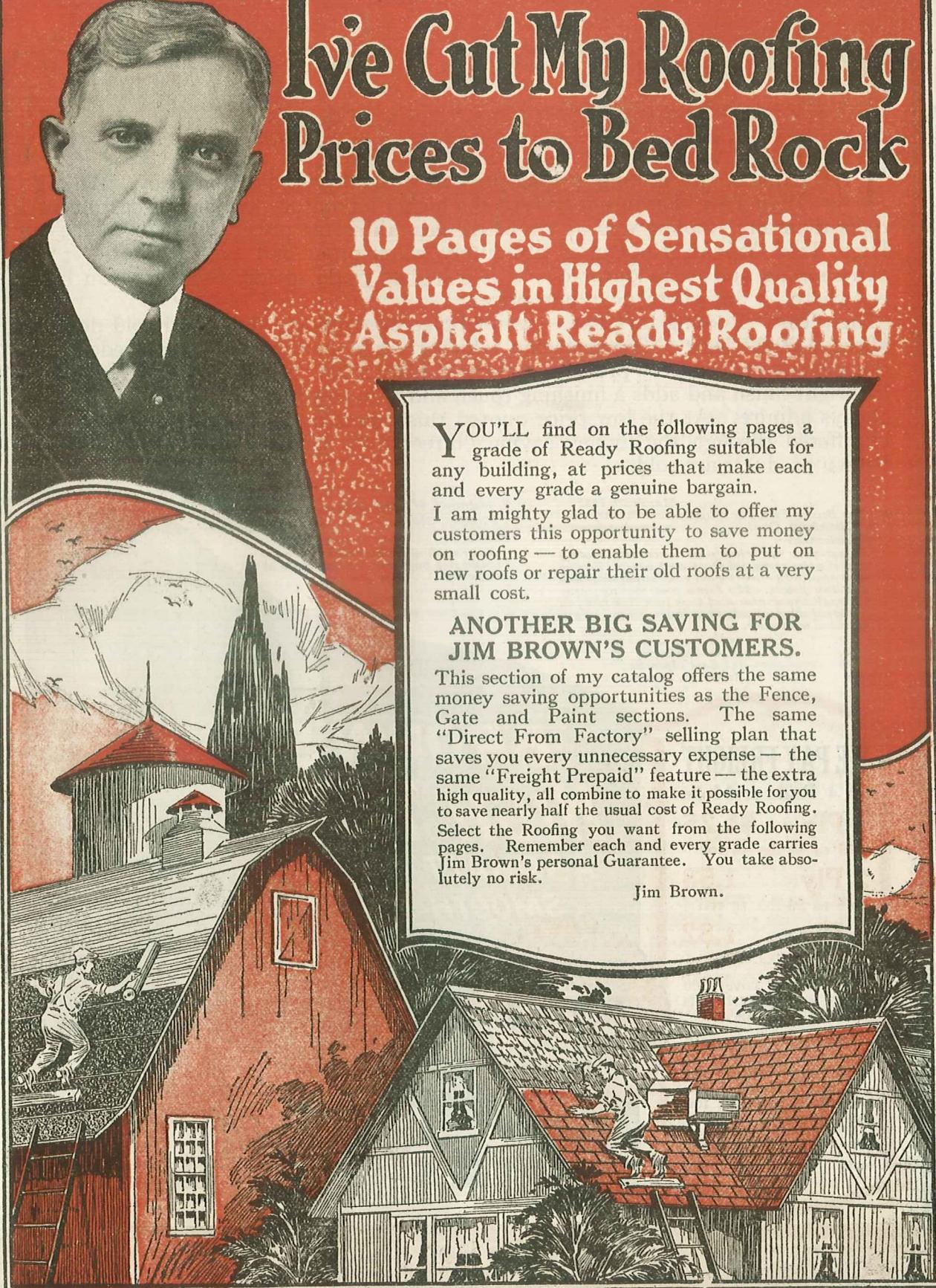
YOU'LL find on the following pages a grade of Ready Roofing suitable for any building, at prices that make each and every grade a genuine bargain.

I am mighty glad to be able to offer my customers this opportunity to save money on roofing — to enable them to put on new roofs or repair their old roofs at a very small cost.

ANOTHER BIG SAVING FOR JIM BROWN'S CUSTOMERS.

This section of my catalog offers the same money saving opportunities as the Fence, Gate and Paint sections. The same "Direct From Factory" selling plan that saves you every unnecessary expense — the same "Freight Prepaid" feature — the extra high quality, all combine to make it possible for you to save nearly half the usual cost of Ready Roofing. Select the Roofing you want from the following pages. Remember each and every grade carries Jim Brown's personal Guarantee. You take absolutely no risk.

Jim Brown.



Stands the Test of Time & Weather

THE name of this roofing is descriptive of its quality and permanency. We call it "High Test" because it has stood a higher laboratory test on our customers' roofs than any Roofing sold at anywhere near the same price.

High Test Asphalt Roofing is absolutely water-proof and fire-resisting — it is extra strong and extra durable — it is a higher grade roofing than you can buy elsewhere at anywhere near our price.

"High Test" Roofing lays flat — won't bulge or wrinkle — heat and cold do not affect it in the least. The surfacing, which gives a smooth finish, is embedded in the asphalt under heavy pressure making it truly a part of the roofing. It retains its bright finish and adds a finishing touch and trim to your buildings that you will always admire. At the low price quoted this represents a bargain that can only be offered through the money saving "direct from factory" way in which Jim Brown products are sold.

March 20, 1922.
The Brown Fence & Wire Co.,
Cleveland, Ohio.

Gentlemen:

Last year we tried your fence and roofing and it's the same old story over again. You've won another convert with your superior goods and low prices. My fence and roofing came through the winter and look just like new, so enclosed find check and order from a very satisfied customer.

Yours truly,

M. G. Raub,
162 East Main St.,
Bradford, Penna.

E. Munnell, 517 Allen Ave.,
Findlay, Ohio,

Writes:

Your roofing is the best I ever saw.
I could not buy such roofing here at
any price.

WE PAY FREIGHT

on 4 Rolls or More

1 Ply.... \$1.25

35 to 40 lbs. to roll

2 Ply.... 1.53

45 to 50 lbs. to roll

3 Ply.... 1.82

55 to 60 lbs. to roll

Each roll will cover 100 square feet. $\frac{1}{8}$ inch nails and cement furnished free.

If roofing is to be laid over old shingles $1\frac{1}{4}$ inch nails will be required. These extra long nails will cost 10c per roll extra.

Use 1 ply for temporary and 2 or 3 ply for permanent roofs.

BROWN'S "HIGH TEST" ASPHALT ROOFING SMOOTH FINISH

ONLY
\$1.25
PER
ROLL



FROM FACTORY TO YOU

A Real Roofing Bargain

WHEN you compare "Perfection" Brand Asphalt Roofing with other grades on the market and note the low prices we ask compared to others, you will readily see how Jim Brown, selling direct from factory to you without any added cost of middlemen can save you money on your roofing purchases.

"Perfection" Brand Asphalt Roofing is suitable for any kind of building — it is a tough, pliable, rugged roofing that lays smooth — won't crack and resists the action of sun, rain and frost. The attractive rubber finish gives a distinctive and pleasing appearance to your buildings.

There is nothing cheap about "Perfection" Roofing — it is priced low, but is excellent quality through and through — it is made of high-grade wool felt and waterproof asphalt. You can roof your new buildings or re-roof your old buildings with "Perfection" Roofing with perfect assurance that it will give satisfaction for years and years and always wear and look well.

"Perfection" Brand at low prices quoted is truly a Real Roofing Bargain.

The Brown Fence & Wire Co.,
Cleveland, Ohio.

Gentlemen:

Some time ago I ordered a few rolls of your Armor Coat Roofing. It sure is some roofing. I could not have purchased roofing of the same quality here under \$4.60 per roll; so you see I saved \$1.91 per roll. Now, I am to want about 50 rolls of good roofing for a poultry house and would be very glad to have you advise me.

Yours truly,

E. H. Silsby,
125 Mulberry St., Claremont, N. H.



**BROWN'S
PERFECTION
ASPHALT ROOFING
RUBBER FINISH**

ONLY
\$1.40
PER ROLL

WE PAY FREIGHT

on 4 Rolls or More

1 Ply.... \$1.40

35 to 40 lbs. to roll

2 Ply.... 1.68

45 to 50 lbs. to roll

3 Ply.... 1.97

55 to 60 lbs. to roll

Each roll will cover 100 square feet. $\frac{7}{8}$ inch nails and cement furnished free.

If roofing is to be laid over old shingles $1\frac{1}{4}$ inch nails will be required. These extra long nails will cost 10c per roll extra.

Use 1 ply for temporary and 2 or 3 ply for permanent roofs.

FREIGHT PREPAID ON 4 ROLLS OR MORE

Tough as Sole Leather

RAWHIDE is so named because of its tough, long-lasting qualities — it makes the ideal roof for any building.

Rawhide Asphalt Roofing has for its base a sheet of heavy, very tough long fibre felt. This felt sheet is thoroughly saturated with hot asphalt, and while still hot, the smooth rubber finish is applied under exceedingly heavy pressure. The finished result is a sheet of roofing that is flexible — easy to lay and wears like a piece of sole leather.

It pays to buy good roofing and that's just what you get when you buy Rawhide, although the price is very low — the result of Jim Brown's Direct from Factory Money Saving Plan — you don't pay a cent to middlemen — you get full value for every dollar you invest in Rawhide Asphalt Roofing.

Rain, sun and frost have little effect on Rawhide, it lays flat — don't "run" don't crack. Use it for new roofs or for laying over old worn-out shingle roofs.

May 29th, 1920.

The Brown Fence & Wire Co.,
Cleveland, Ohio.

Dear Sir:

I already received the fence and roofing but did not get the posts yet. I found the fence in good condition and also the roofing, it really is the best for the money that I have seen yet. Please answer soon if the posts have been shipped too.

Frank J. Stoupa,
Brainard, Nebr.
R.F.D. No. 3.

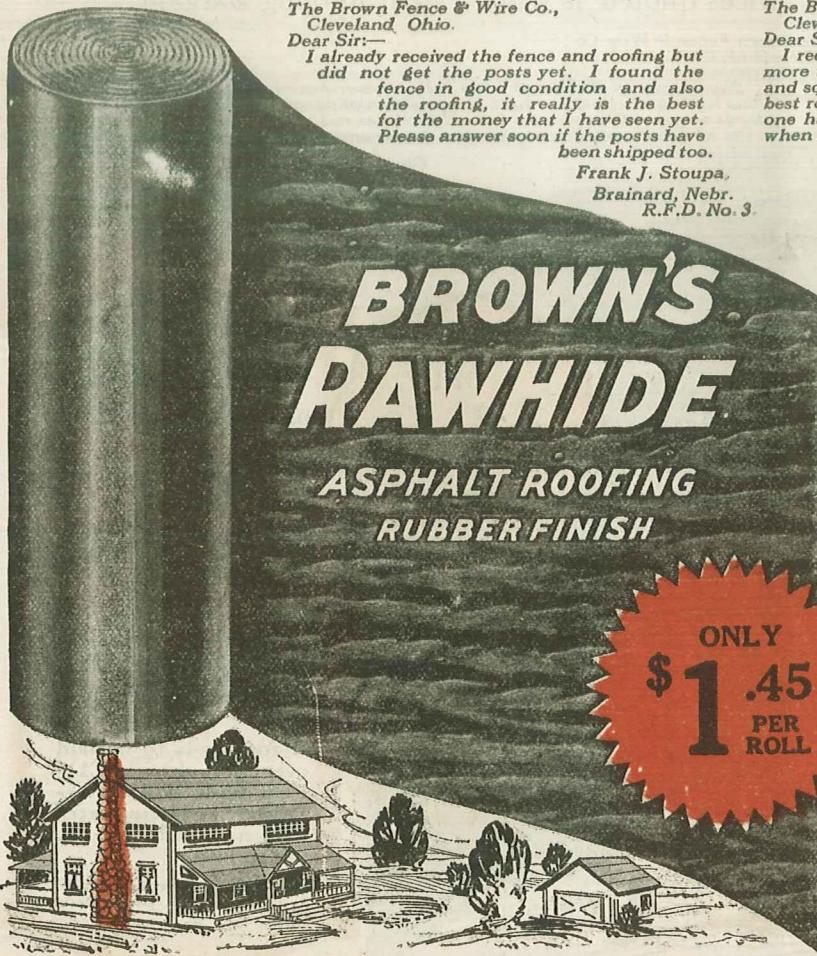
April 6th, 1922.

The Brown Fence & Wire Co.,
Cleveland, Ohio.

Dear Sirs:

I received my order and will say that I am more than pleased. You have sure acted fair and square with me. It is the best fence and best roofing I ever saw. I just saved very near one half on my order and do not forget that when I need more fence you will sell it to me.

Yours very truly,
E. L. Rambo,
Steubenville, Ohio.
R. F. D. No. 1.



BROWN'S RAWHIDE

ASPHALT ROOFING
RUBBER FINISH

ONLY
\$1 .45
PER ROLL

WE PAY FREIGHT
on 4 Rolls or More

1 Ply . . . \$1.45

35 to 40 lbs. to roll

2 Ply . . . 1.85

45 to 50 lbs. to roll

3 Ply . . . 2.27

55 to 60 lbs. to roll

Each roll will cover 100 square feet. $\frac{1}{8}$ inch nails and cement furnished free.

If roofing is to be laid over old shingles $1\frac{1}{4}$ inch nails will be required. These extra long nails will cost 10c per roll extra.

Use 1 ply for temporary and 2 or 3 ply for permanent roofs.

FROM FACTORY TO YOU

One of The Best

"ELASTO" Asphalt Roofing is one of the best grades of ready roofing ever manufactured. That's a broad statement but it's a fact — and "Elasto" is proving the truth of the statement by the service it is giving on my customers' roofs. The foundation stock of "Elasto" is a thick sheet of wool felt which is treated with a special solution of hot liquid waterproof asphalt — not merely coated with asphalt like some so-called Asphalt Roofing, but thoroughly soaked until every fibre of the felt is saturated with the asphalt.

Then while the sheet is still hot the surface is applied under heavy pressure — the external coating or mineral surface is applied on both sides. "Elasto" is rain, snow, wind, acid and fire proof.

Think what it means to be able to buy roofing of the quality described above at the low prices quoted here. There isn't another place in the country where you can do it. My prices are just about half what others ask for roofing of this quality.

H. E. Haley of Monmouth,
Ills., writes:

The roofing I ordered from you is all laid and I must say it is the best roofing I ever laid. There is not a wrinkle in it.

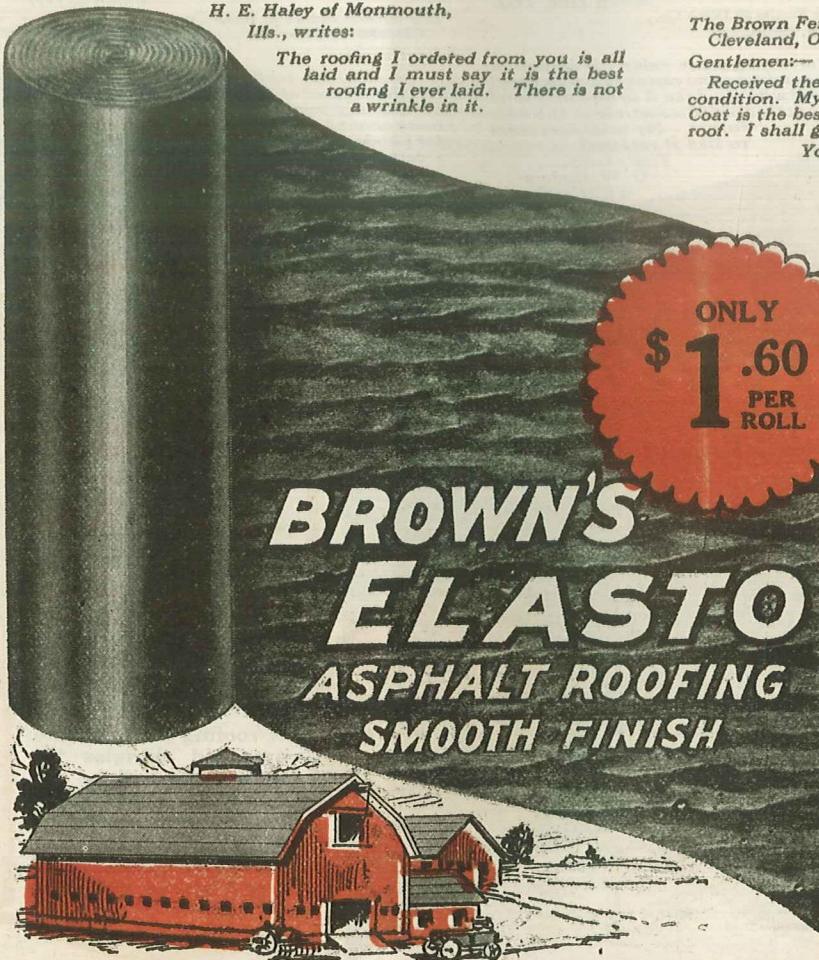
Feb. 26th, 1922.

The Brown Fence & Wire Co.,
Cleveland, Ohio.

Gentlemen:-

Received the 10 rolls of Armor Coat in good condition. My carpenter said that the Armor Coat is the best Roofing that he ever put on a roof. I shall get some more in the fall.

Yours respectfully,
Herman Nadell,
Port Jeff. Sta., N. Y.



**BROWN'S
ELASTO**
ASPHALT ROOFING
SMOOTH FINISH

ONLY
\$1.60
PER ROLL

WE PAY FREIGHT

on 4 Rolls or More

1 Ply ... \$1.60

35 to 40 lbs. to roll

2 Ply ... 2.00

45 to 50 lbs. to roll

3 Ply ... 2.42

55 to 60 lbs. to roll

Each roll will cover 100 square feet. $\frac{1}{8}$ inch nails and cement furnished free.

If roofing is to be laid over old shingles $1\frac{1}{4}$ inch nails will be required. These extra long nails will cost 10¢ per roll extra.

Use 1 ply for temporary and 2 or 3 ply for permanent roofs.

FREIGHT PREPAID ON 4 ROLLS OR MORE

"Masterpiece" is Masterbuilt

YOU'LL never know what it is to have "roof trouble" or repair expense if you roof your buildings with Masterpiece Asphalt Roofing.

Masterpiece Roofing at the price offered gives you a roof much cheaper than wood shingles, tin or gravel; yet will last much longer and always look better. Perhaps you've had the experience of buying a roof that bulged up, cracked or melted away in the heat of the sun. Nothing like that with "Masterpiece"—it lays flat all the time—the heat of the sun or frost of winter does not affect it and after each rain washes it off the Mica-Galvo finish always looks bright and fresh—just like new.

The Mica-Galvo finish is the most expensive finish that can be applied to any kind of roofing. This finish together with the splendid quality of material used in Masterpiece roofing makes one that we can recommend highly—it's sure to please and the low price means a big saving for you.

March 22nd, 1922.

The Brown Fence & Wire Co.,
Cleveland, Ohio.

Dear Sir:—

The roofing came today. It arrived in good condition and can say I am very well pleased with it. Like it so well may send you another order sometime in the near future. My neighbors seem to like it real well.

Yours truly,
G. W. Hodnett,
Whittles Depot,
Va.

March 4, 1922

The Brown Fence & Wire Co.,
Cleveland, Ohio.

Gentlemen:—

I received my roofing in good condition. I feel that I saved at least one dollar on each roll by ordering from you and if I ever need any more roofing, I sure will send you my order for I know I would get the worth of my money. I certainly will recommend your roofing to all my friends.

Yours truly,
A. B. Ingram,
Eton, Ga.

BROWN'S MASTERPIECE

MICA-GALVO FINISH
ASPHALT ROOFING

ONLY
\$1.64
PER ROLL



WE PAY FREIGHT
on 4 Rolls or More

1 Ply	\$1.64
35 to 40 lbs. to roll	
2 Ply	1.97
45 to 50 lbs. to roll	
3 Ply	2.46
55 to 60 lbs. to roll	

Each roll will cover 100 square feet. $\frac{1}{8}$ inch nails and cement furnished free.

If roofing is to be laid over old shingles $1\frac{1}{4}$ inch nails will be required. These extra long nails will cost 10¢ per roll extra.

Use 1 ply for temporary and 2 or 3 ply for permanent roofs.

FROM FACTORY TO YOU

For Your Better Buildings

HERE'S a roof for the buildings that you are extra particular about. It gives a most ornamental effect and its wonderful durability will meet every demand made upon it. It will protect your buildings—make them rain proof and fireproof and when once put on your roofing troubles are ended.

The base or foundation of "Dreadnaught" Roofing is the very finest grade of heavy wool felt. This wool felt is specially treated and soaked in hot waterproof asphalt and because of the heavy long fibre it absorbs a large quantity of the asphalt and makes an unusually good sheet of roofing. It is strong and pliable—easy to lay and will not dry out and crack. Heat and cold do not affect it.

In keeping with the high quality of material used in this roofing we also give it the Mica-Galvo smooth finish—the most expensive finish that can be put on roofing and one that adds many years to its life.

Here is a real opportunity to get an extra high quality roofing for the price asked elsewhere for roofing that can not compare with this in quality. My prices save you nearly half.

The Brown Fence & Wire Co.,
Cleveland, Ohio.

Dear Sir:—

My eight rolls of roofing arrived O.K.
and find the Roofing for which I
paid you \$3.34 as good as that I
paid \$4.10 for here.

Thanking you for same

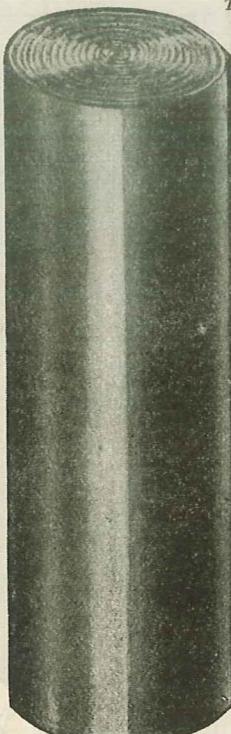
C. A. Lattin,
Berville,
Mich

Gentlemen:—

I have received my roofing and wire and I
am well pleased with my goods. The roofing
was in excellent condition and I am satisfied.
I saved several dollars on my roofing and I
saved exactly 26½c per rod on my wire.

Yours very truly,

Lester Jones, Jr.,
Lansing, No. Car.



BROWN'S
DREADNAUGHT
ASPHALT ROOFING
MICA-GALVO FINISH



ONLY
\$1 .79
PER ROLL

WE PAY FREIGHT
on 4 Rolls or More

1 Ply . \$1.79

35 to 40 lbs. to roll

2 Ply . 2.12

45 to 50 lbs. to roll

3 Ply . 2.61

55 to 60 lbs. to roll

Each roll will cover 100 square feet. $\frac{7}{8}$ inch nails and cement furnished free.

If roofing is to be laid over old shingles $1\frac{1}{4}$ inch nails will be required. These extra long nails will cost 10c per roll extra.

Use 1 ply for temporary and 2 or 3 ply for permanent roofs.

FREIGHT PREPAID ON 4 ROLLS OR MORE

Best Ever-Wears Like Iron

HERE we show two brands of slate surfaced Asphalt Roofing which are the last word in Roofings from the standpoint of quality, durability, economy and appearance. They cannot be equaled for durability and beauty at anywhere near our price.

Both the "ARMOR COAT" and "EVERITE" brands are made throughout of strictly high quality materials, practically the only difference being in the weight—"ARMOR COAT" approximate weight 85 lbs. to the roll, while "EVERITE" weighs approximately 75 lbs. to the roll.

These Roofings have an extra heavy long-fibre wool felt base which is thoroughly saturated with hot water-proof asphalt into which the slate surface is molded under tons of pressure.

These roofings are practically indestructible and wear like iron and are very rich in appearance on account of the handsome permanent colored slate used for the surfacing. We give you the choice of red, green, or black.

Price of Armor Coat

\$2.35 PER ROLL

Price of Everite

\$2.06 PER ROLL

We Pay Freight on 4 Rolls or More
Each roll will cover 100 square feet. $\frac{7}{8}$ inch
nails and cement furnished free.

If roofing is to be laid over old shingles
 $1\frac{1}{4}$ inch nails will be required.
These extra long nails will
cost 10c per roll
extra.

**BROWN'S
ARMOR
COAT**
SLATE SURFACED
ASPHALT ROOFING

**BROWN'S
EVERITE**
SLATE SURFACED
ASPHALT
ROOFING



FROM FACTORY TO YOU

Finest Roofing Money Can Buy

IN these two styles of Mosaic Roofings we offer you what we believe is without a question the biggest and best roofing value that has ever been sold.

The inlaid patterns are exclusive and very beautiful — the colors are permanent while the two color combinations (Red and Green in style "A" and Red and Black in Style "B") add a most distinctive and decorative effect to your building.

Jim Brown's Mosaic Roofings are easy to lay — they come in rolls 32 inches wide, and it requires no special skill to match the pattern and keep the designs uniform.

Our Mosaic Roofings are wonderfully well built and extra heavy, weighing 90 lbs. to the roll. The body is built up of special extra heavy wool felt which is saturated with hot waterproof asphalt, and while the asphalt is still hot the Mosaic effects are inlaid in the surface and put under tons of pressure so that the colored granite surfacing which forms the designs is firmly embedded in the asphalt, thereby insuring permanency of color — the surfacing being pressed into the body of the roll making it a part of the roofing — not just "stuck" on as some are. This makes a very fine decorative and ornamental roof— especially for residences and better buildings.

Style "A" is made in a two color combination with equal parts of red and green.
Style "B" is made in a two color combination with Red Blocks and Black lines.

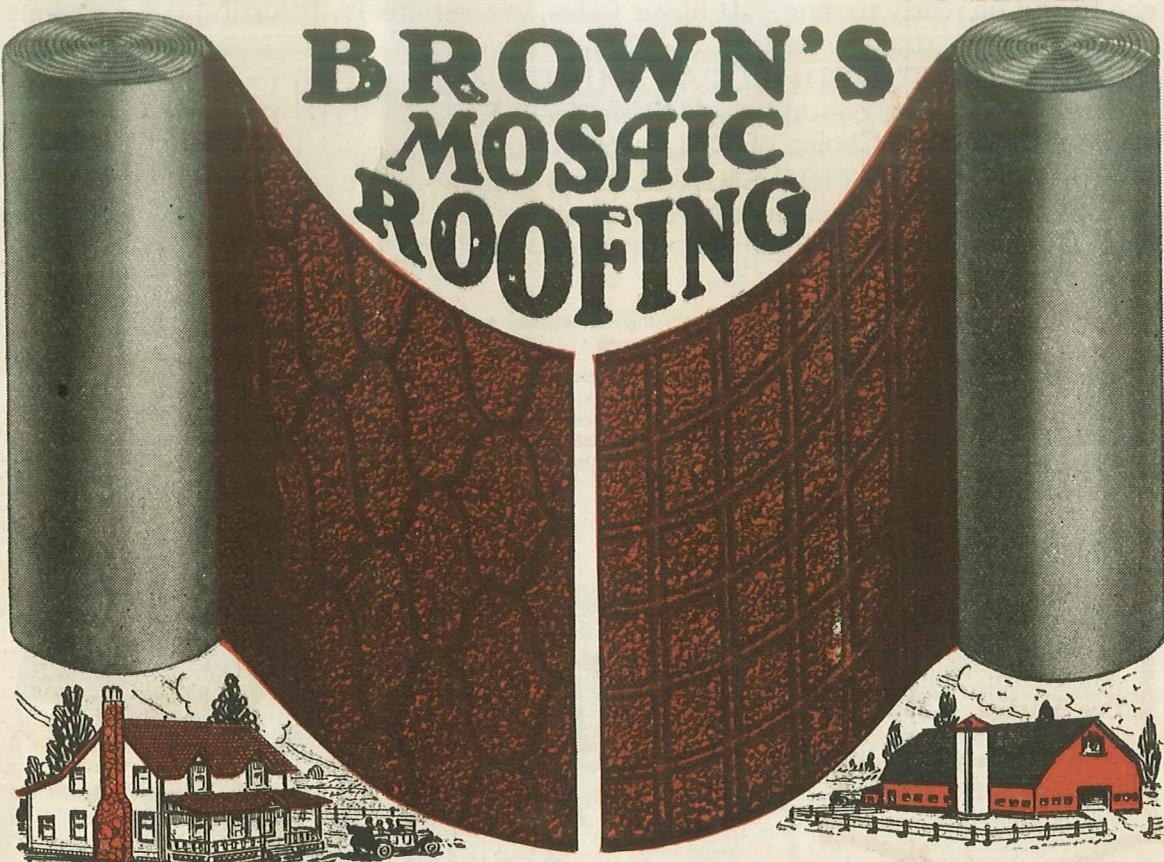
We Pay Freight on
4 Rolls or More

Style A or B

\$3.75 Per Roll

To lay roofing over shingles
order 1½ inch nails and add
10c per roll extra.
¾ in. Nails and Cement Free.
Each Roll Covers 100 sq. ft.
Weight 90 lbs. per Roll.

BROWN'S MOSAIC ROOFING



FREIGHT PREPAID ON 4 ROLLS OR MORE

BROWNS "ARMOR COAT" ASPHALT SHINGLES CHOICE of RED or SEA GREEN

BROWN'S "ARMOR COAT" ASPHALT SHINGLES are furnished both in individual shingles, size 8 x 12 $\frac{3}{4}$ and in strip shingles—4 shingles to strip—as shown in accompanying illustrations. Choice of Red or Green in the single shingles and Red, Green or Black in the strip shingles.



They are made of just the same materials as "ARMOR COAT" ROLL ROOFING. They are practically indestructible—a roof covered with these shingles will last a lifetime—sun, wind, rain or snow have no visible effect upon them.

The colored mineral slate, which is permanently embedded in the shingles, makes a very heavy weather-resisting surface—in fact, the longest-wearing surface that can be put on ready roofing. It never fades, but retains its beautiful color as long as it is on your roof.

"ARMOR COAT" INDIVIDUAL SHINGLES are put up four cartons to the square, each square containing 424 shingles. You nail them to the roof the same as wood shingles. Choice of Red or Sea Green.

"ARMOR COAT" STRIP SHINGLES (4 shingles to the strip) are put up two cartons to the square, each square containing 108 Four-in-one strips. Choice of Red, Green or Black. When no color is specified we ship green.

WE PAY FREIGHT
ON 1 SQUARE OR
MORE OF INDIVIDUAL OR STRIP
SHINGLES.

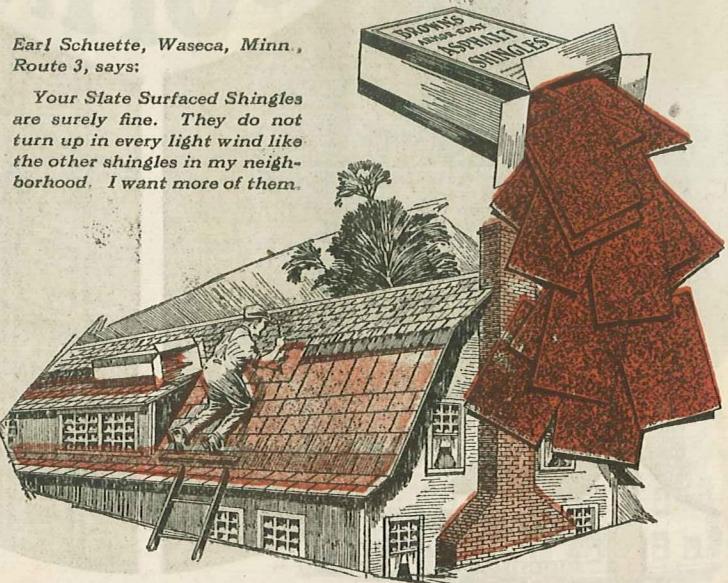
Price of
Individual Shingles
Per Square... \$6.22
Choice of Red or Green

Price of
4-in-1 Strip Shingles
Per Square... \$5.74
Choice of Red, Green
or Black

One square covers
100 square feet.

Earl Schuette, Waseca, Minn.,
Route 3, says:

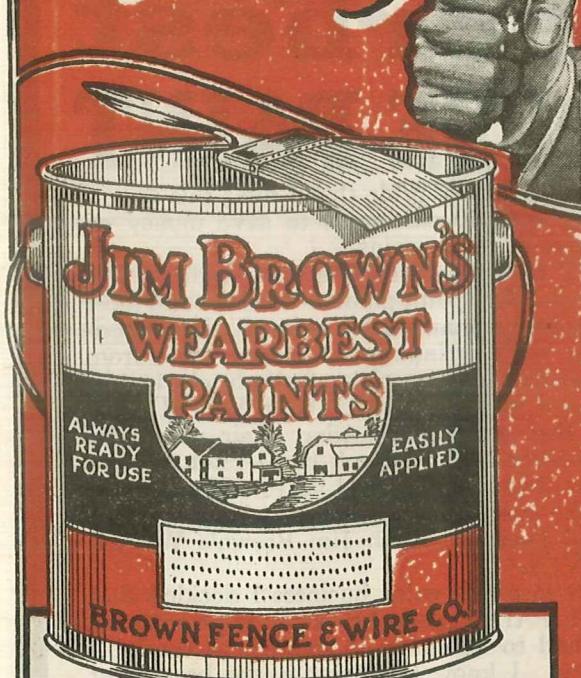
Your State Surfaced Shingles
are surely fine. They do not
turn up in every light wind like
the other shingles in my neighbor-hood.
I want more of them.



FROM FACTORY TO YOU

Buy Paint NOW

You'll Save
Money



Read this From S. C. Woods, Orrick, Mo.
I painted my dwelling and had enough left to
paint my smoke house, the paint covering so much
more surface. Was a great surprise to me and the
painter as the house was very weather beaten and
sadly in need of paint, but it now looks dandy. The
painter says it goes on better and covers more sur-
face than other paint and saved me about \$10.41.

FORMULA

Outside White. Based on Weights.

	Total	Solid Materials	Liquids
White Lead.....	32.0%	50%	
Zinc.....	6.4%	10%	
Barium Sulphate...	16.0%	25%	
Magnesium Silicate.	9.6%	15%	
Raw Linseed Oil...	30.0%		86.5%
Turpentine & Dryer.	6.0%		13.5%
	100.0%	100.0%	100.0%

HOW TO FIGURE YOUR PAINT ORDER

Under average conditions our paint will cover 300 square feet to the gallon, two coat work. However, there may be cases where it may require from 10 to 15% more, if the surface is old and has never been painted before, or if it has been painted before and the surface is in poor condition.

For example, a house 30' wide x 45' long x 20' high would figure as follows:
 $30+30+45+45=150 \text{ ft.} \times 20' \text{ high} = 3,000 \text{ sq. ft. of surface. Divide this by } 300 \text{ sq. ft. of surface, equals } 10 \text{ gallons of paint required.}$



AT the low prices quoted on Wearbest Paint on the following offer you have an unusual opportunity right now to save a nice bunch of money on the BEST paint that you can buy at any price.

These prices are the result of Jim Brown's "Direct from Factory" method of doing business and economy in big production, but I don't mind telling you that everything points right now to increased prices on paint. Linseed oil is advancing as well as other materials that go to make good paint. My prices will always be lower than others, but I can't promise to be able to furnish this high quality paint at these remarkable prices very long in the face of advancing costs. So if you want to save money—if you want to get the best quality of paint that you ever put on your buildings at bargain prices, take my advice and order paint NOW. Remember I prepay the freight if you order 10 gallons or more.

Jim Brown

WEARBEST PAINT is made right—if it wasn't—if I didn't know positively that it was, it would never bear the label of Jim Brown. My reputation among my customer friends for supplying only high grade merchandise is too well known to jeopardize it by taking chances on putting out "just paint." Believe me I know what's in the can or I could not give you the guarantee printed on next page.

Guarantee

When you buy House Paint from Jim Brown, you buy it with the same strong guarantee that you do our other products—that you get full value for your money and that the quality of paint is exactly as represented or money back. If you are dissatisfied as to the quality after applying, a portion of any House Paint purchased from us, or even after you have applied all the paint, we will refund all the money or supply you with new paint, free of charge, providing you have followed our directions in applying same. Jim Brown's name on the package is the strongest guarantee I can give.

JIM BROWN.

Ready Mixed House Paint Colors

Order by Number and State Color Wanted

No.	No.
1304 Canary Yellow	1317 Ivory
1401 Colonial Yellow	1217 Slate
1616 Sage Green	1515 Maroon
1617 Bronze Green	1219 Drab
1600 Dark Green	1218 Warm Drab
1603 Sea Green	1326 Ivory Drab
1615 Olive Green	1715 Light Brown
1602 Blind and Shutter Green	1716 Antique Brown
1315 Cream	1216 Silver Gray
1316 Straw	1202 Pearl Gray
1500 Red	1206 Storm Gray
1302 Buff	1815 Sky Blue
	1100 Outside White

Low Direct from Factory Prices

Price Per Gal.

55 gallon Barrel	\$2.04
35 gallon $\frac{1}{2}$ Barrel	2.07
20 gallon Keg	2.09
15 gallon Keg	2.09
5 gallon Can	2.14
1 gallon Can	2.27

NOTICE — PLEASE READ CAREFULLY

Paint in larger packages costs less than in one gallon cans, because we give you the benefit of the saving in the cost of cans. Therefore you must pay the price per gallon we quote in the different size packages.

For example, if you ordered 7 gallons, you must pay for 5 gallons at the 5 gallon can rate and for two 1 gallon cans.

Please observe carefully so as not to delay shipping of your order.



Jim Brown's Wearbest HOUSE PAINT

It's with a great deal of pride that I offer this opportunity to my 600,000 customers to save money on their purchases of house paint.

WEARBEST HOUSE PAINT is made right — I've assembled a complete paint plant — the best and most modern machinery, manned by men of wide experience in their work, grinding out paints made from formulas that call for materials of absolutely known value — there's no guess work about WEARBEST PAINTS — they are exactly what their name implies — they wear best and look best — not for just a few months, but for years and years. My formula printed on the preceding page shows why I can give such a broad guarantee with Jim Brown's WEARBEST PAINTS.

When I went into this paint business I decided that WEARBEST PAINT must be better than ordinary paints — it had to be before it could bear the label of Jim Brown. I know my paint is the best paint that can be made and the reason my prices are so much lower is because it, like my Fence, Gates and Roofing, is sold "Direct From Factory To You," without any added expense of middlemen.

MY NAME IS ON THE PACKAGE

I'm proud to put my name on WEARBEST PAINT — I know how it's made — I know it means a big saving for my customers and enables them to get the best paint money can buy. There's been a lot said by paint manufacturers about the formula on the package. My formula is on the package too — you'll find a formula on most any kind of paint you buy, but the formula don't mean a thing unless the materials that go into the paint — are good materials and are put together by men who know how to make paint so as to get the real value out of raw materials. Note the high percentage of Pure White Lead, Pure Zinc, and Raw Linseed Oil in my formula, then see my prices and how much I save you on every gallon.

FREIGHT PREPAID ON 10 GALLONS OR MORE



Jim Brown's Wearbest BARN PAINT

You have a lot of money tied up in your barns, silos and outbuildings — you can't afford to allow them to go unpainted, especially since Jim Brown has made it possible for you to paint them with Wearbest high quality paint at a very small cost.

My Wearbest Barn Paint is easy to apply — you can do it yourself in your spare time. It flows smooth from the brush — covers evenly and the best thing about it is — *it lasts*. Once your barn and outbuildings are painted with Wearbest Paint, they will be preserved and look good for years.

Nothing adds to the appearance of a place as much as well painted buildings — nothing else you can do pays as big — it increases the market value of your place to say nothing of the personal satisfaction you get in having your buildings always look good and kept in a good state of preservation.

I've made my Wearbest Barn Paint the best I know how — I back it with a guarantee that in itself insures quality and the prices quoted here are the lowest that can be made on paint of this quality. You get full value for every dollar you spend for paint with Jim Brown — not one cent of needless middlemen's expenses and profit is added to the cost of Wearbest Paint.

I've been asked by many of my customers how I can afford to sell my paints so cheap. The answer is as simple as A. B. C. when you buy from Brown — you are your own dealer and you save what goes into the dealer's pocket. My prices tell the story.

Read This!

SAVED \$50.00
 The Wearbest Paint I received is more satisfactory. The painter says it is the best paint he ever used and several of his customers have faced their orders with you for their paint. I am located on the Interurban and State Highway where there is an immense traffic and since I completed the painting there are numerous comments on the fine appearance. I have not seen a job this year that equals it. I have saved at least \$50.00 in cost and I believe I have a 25% better job than I would have by using the ordinary paint.
 H. O. Pearce,
 Brazil, Ind.

Ready Mixed Barn Paint Colors

No.	No.
4500 RED	4200 SLATE
4501 MAROON	4400 YELLOW
4722 BROWN	4623 GREEN

Low Direct from Factory Prices

Price For	Price Per Gal.	
	55 gal. Barrel	\$1.30
RED	35 gal. 1/2 Bbl.	1.33
MAROON	20 gal. Keg	1.35
BROWN	15 gal. Keg	1.35
	5 gal. Can	1.38
	1 gal. Can	1.52

Price For	Price Per Gal.	
	55 gal. Barrel	\$1.61
SLATE	35 gal. 1/2 Bbl.	1.64
YELLOW	20 gal. Keg	1.66
GREEN	15 gal. Keg	1.66
	5 gal. Can	1.69
	1 gal. Can	1.83

FREIGHT PREPAID ON 10 GALLONS OR MORE

Jim Brown's

Stops Leaks in Laps, Joints and Seams—Renews the Life of



When you are going to put a new roof on a new building—or when it becomes necessary to re-roof your old buildings, of course, I would like to sell you the Ready Roofing, but I don't want any of my customers to go to the expense of a new roof as long as their old roofs can be repaired at slight expense—that's why I put Jim Brown's Roof Saver on the market.

Many people have said to me "Jim, you're making a big mistake in selling this Roof Saver—it's so blamed good and repairs roofs so well, that it is killing off a lot of your Roofing business. See how much more Ready Roofing you would sell if you didn't sell Roof Saver."

I guess they are right about this Roof Saver killing off a lot of roofing business, but I know it's made a lot of good friends for me and I would a whole lot rather have a customer's confidence, friendship and good will than the profit on an order of roofing. I have found in my business experience that I've never lost a cent by helping my customers save money—I know it has paid me in the long run—paid me in long continued patronage of my customers and paid me over and over again in the satisfaction of knowing that I have been of some help to my fellowmen and believe me that's worth more than all the rest.

Guaranteed To Save Your Roofs

Brown's Roof Saver is just exactly what its name implies—a preparation to save your old roofs and make them like new—and increase the life of new roofs.

You can apply it with a brush on any kind of roof—Tin, Iron, Slate, Felt or Composition Roofing. You put it on just like paint, but its waterproofing qualities are equal to ten coats of ordinary paint—it makes a waterproof coating ten times as thick as ordinary paint and wears ten times as long.

Nothing Just Like It On The Market

While there are a number of preparations on the market for painting old roofs, gutters, down spouts, etc., and while some of them have more or less merit, you can take my word for it when I say that I have investigated them all and there are none that can compare with Brown's Real Roof Saver.

If you have a roof of any kind that begins to show wear—if your gutter spouts are beginning to rust away, you can save a nice bunch of money—make your old roof like new—make your gutter spouts last indefinitely by giving them a coat of Brown's Roof Saver.

Brown's Roof Saver practically makes a new roof out of an old one because it produces a new wearing top on the old roof, a wearing surface that will last for years without further attention. Brown's Roof Saver is weather-proof and waterproof—it seals the leaks in the laps, joints and seams—it will not crack when subjected to extreme cold, ice or snow.



FREIGHT PREPAID ON 10 GALLONS OR MORE

Roof Saver

Any Old Worn Out Roofs-Adds Years of Life to a New Roof

SPECIAL PRICES ON JIM BROWN'S ROOF SAVER

Price Per Gal.

55 gallon Barrel	52 cts.
35 gallon 1/2 Bbl.	65 cts.
20 gallon Keg	68 cts.
15 gallon Keg	68 cts.
10 gallon Keg	69 cts.
5 gallon Can	73 cts.
1 gallon Can	87 cts.

PLASTIC CEMENT

Price Per Pound

50 Pound Pail	9 cts.
25 Pound Pail	10 cts.
10 Pound Can	11 cts.
5 Pound Can	13 cts.

WE PAY THE FREIGHT ON
10 GALLONS OR MORE

Neither will it check, peel or blister—it stays where you put it and makes old roofs like new.

You'll find it a mighty good investment to get some Brown's Roof Saver and fix up your old roofs—it will pay you big, too, if you put a coat of roof saver over your new roofs—it increases their life for many years.

Prevents Rot, Rust and Decay

Brown's Roof Saver can be applied to practically all types of roofs, gutters and metal work of every description. On ordinary work it requires from one to one and a half gallons per 100 square feet. On gravel roofs it requires from three to three and a half gallons to the 100 square feet. You need no skilled labor to apply Brown's Roof Saver—any man can put it on and secure the same satisfactory results as an experienced roofer.

Brown's Roof Saver comes ready to use—just take the cover off package and it's all ready to apply—no mixing or thinning required. Brown's Roof Saver is sold with the understanding that if it does not do all we claim for it—if you are not perfectly satisfied—you can get your money back.

See My Low Direct From Factory Freight Prepaid Prices

Remember, no matter how much you pay for roof paints or roof coverings, you cannot equal the quality of BROWN'S ROOF SAVER. We could have put a roof paint on the market a long time ago, but Jim Brown's name had to go on the package and that name never goes on anything until it is proven, tried and tested.

Jim Brown's Plastic Cement

When you fix up your roof, you are going to need some of Jim Brown's Plastic Cement—the same kind of product as Roof Saver, only heavy—so heavy that it must be applied with a trowel. Use it for covering the seams where extra thickness is required, for making patches, sealing worn out flashing—around the base of the chimney—anywhere around the roof where the leaks are most likely to occur—then you need the extra protection that you can secure by using Jim Brown's Plastic Cement. Lots of other uses for Jim Brown's Plastic Cement—sealing foundation cracks—glazing windows—sealing up the cistern top—wherever you have a leak and the crack is so large that Jim Brown's Roof Saver would leak through—then you have a place where Jim Brown's Plastic Cement is to be used.

Look at These Money Saving Freight Paid Prices on Roof Saver and Plastic Cement

The low prices shown here are all you have to pay for Brown's Roof Saver and Plastic Cement—these are freight paid prices—delivered right to your station provided you buy 10 gallons or more. You can't afford to let your roofs leak, rot, or decay when you can make them like new with a few gallons of Brown's Roof Saver. Your money back if not satisfied.



FREIGHT PREPAID ON 10 GALLONS OR MORE

Jim Brown's WEARBEST Enamels

READY FOR USE

You can keep your floors and furniture just like new by occasionally refinishing them with Jim Brown's Ready To Use Enamels, Varnishes and Floor Paint. These interior finishes are of exceptional quality—they cover well—flow easy and even from the brush and impart a "newness" and finish that you'll admire. Sold with the usual Jim Brown Guarantee—they must satisfy you or you get your money back.



JIM BROWN'S WHITE ENAMEL

Price Per Gallon **\$3.98**

A high Grade White Enamel—equal in quality to the best Scotch and Dutch Enamels—White as the driven snow, with a brilliant gloss and an extreme finish, almost as hard as china and as easily cleaned. Unexcelled for bed rooms, bath rooms, or wherever a beautiful, attractive white enamel finish is desired.



JIM BROWN'S WHITE ENAMEL UNDERCOAT Price Per Gallon

\$2.50

When enameling and only one coat is to be applied, use Jim Brown's White Enamel. If more than one coat is to be applied, use JIM BROWN'S WHITE ENAMEL UNDERCOAT for all except the last coat, then use JIM BROWN'S WHITE ENAMEL. The WHITE ENAMEL UNDERCOAT costs less and as a base for building up the surface is more satisfactory.



JIM BROWN'S FLOOR ENAMEL

Price Per Gallon **\$2.30**

(In ordering specify if for interior or exterior use)

The highest grade of floor varnish, ground in color, insuring a tough and lasting finish that is clean and sanitary. Dries with a hard gloss finish. It seals the cracks in the floors, is easily cleaned, and with ordinary care will last for years. Made in following colors: Drab, Dark Gray, Dust Color, Light Gray, Yellow, Moss Green, Medium Brown, Deep Red.



JIM BROWN'S FINISHING VARNISH

Price Per Gallon **\$2.37**

(In ordering specify if for interior or exterior use)

A high grade, ready for use varnish for finishing and re-finishing Interior or Exterior WOOD WORK of all descriptions. It dries with a hard, high gloss finish—it protects and preserves the wood finish. Use it anywhere and satisfactory results are guaranteed.



JIM BROWN'S IMPLEMENT ENAMEL

Price Per Gallon **\$2.69**

A high quality finish for Farm Implements and similar types of Metal construction. It protects against rust. Not the kind that is ordinarily used on farm implements—Ours is a quality product of the type used by manufacturers of high grade engines and machinery. For this purpose it hardly pays to use anything but the very best, at least—that's Jim Brown's idea. Made in the following colors: White, Gray, Yellow, Orange, Red Oxide, Antique Brown and Black.

ALSO FURNISHED IN RED, BLUE & GREEN COLORS AT 40cts. PER GALLON EXTRA.

JIM BROWN'S WOOD PRESERVER

Brown's Wood Preserver absolutely seals the pores of the wood thus preventing the penetration of dampness and moisture, and making rot and decay impossible. Treat your fence posts with Brown's Wood Preserver and they will last a lifetime.

Railroad Companies after exhaustive tests costing thousands of dollars, have proved conclusively that railroad ties so treated last two or three times as long. That's why 90% of all the railroad ties in the country are treated with Wood Preserver. Take this hint from the railroad companies and protect your own fences and heavy building timbers by using Brown's Wood Preserver.

	Price Per Gal.
55 gallon Barrel	.86
35 gallon $\frac{1}{2}$ Bbl.	.91
20 gallon Keg	.96
15 gallon Keg	.96
5 gallon Can	1.04
1 gallon Can	1.07

WE PAY FREIGHT ON 10 GALLONS
OR MORE

FROM FACTORY TO YOU

TERMS—How to Order

WE DO NOT demand full cash with order, although most of our customers pay in that way.

If your order amounts to more than \$10.00 and you do not wish to send full cash with order, you may send one-fourth ($\frac{1}{4}$) of the amount of the order cash with order, and we will ship the goods, allowing the balance to be paid through your nearest bank. After paying the balance of the bill to the bank, you receive the bill of lading and the freight agent will deliver the shipment to you.

Our only object in requiring you to send an advance cash deposit on C. O. D. shipments is to protect us against a class of people who might order out of curiosity with no idea of accepting and paying for the goods when received, thus putting us to unnecessary expense for freight charges, which we pay in advance, teaming, handling, etc., which our low selling price will not warrant.

On orders for amounts of \$10.00 or less, we require cash in full with order. Or where there is no freight agent at railroad station or if shipment is sent to a boat landing, we require full amount of cash with order.

If you send only part advance remittance, balance to be collected through your bank, *be sure to give us the name and address of the bank through which collection is to be made, on the order blank.*

Our customers who have had dealings with us, do not hesitate to send full cash with order, but to those who have had no business dealings with us before, we are pleased to refer as to our reliability and financial responsibility, to page 2 of this catalog, where we reproduce letters from the four largest banking institutions in the State of Ohio who vouch for our financial responsibility and integrity.

Our proud record of fair and honorable treatment of our customers for over 35 years enables us also to refer you to any or all of the publishers who carry our advertising and who guarantee their readers against financial loss (See page 5 of this catalog). Or if you will refer to Dun's or Bradstreet's Rating Books, you will instantly see that the financial standing and reliability of this company is of the highest order.

We have been in the wire fence business for over 35 years during all of which time we have sold our products direct to the consumer and not one of our half million customers has ever lost a penny by sending part or all cash with order.

We do not try to fool you with any so-called "30 days trial" offer. What could you tell about a fence in a single month? Don't buy a fence that has so poor a reputation that you have to give it that sort of a test. We give you the Brown Guarantee—as good as a Government Bond.

Special Notice

At prices given in the catalog we pay the freight on 30 rods or more, delivered to your nearest Steam Railroad Station. Should you be located on a boat landing, add 1 cent per rod on fencing, 10 cents per spool on barb wire and 10 cents per roll on roofing to catalog prices and we will deliver, all freight charges fully paid by us, to such landing. You must, however, send full amount of remittance with your order, because C. O. D. shipments cannot be sent to boat landings.

When shipment is ordered to a boat landing, please be sure to give full name of boat line operating to your landing.

Make all remittances by Bank Draft, Express or Postal Money Order or Registered Letter payable to

THE BROWN FENCE & WIRE CO.,
CLEVELAND, O.



My Personal Guarantee to You

WE have been in the fence and wire business for over 35 years; have sold over 125,000,000 rods of Brown Fence to more than half a million people; have always played fair with our customers and do not intend to change our policy now.

More than 125 publications accept our "ads" (see page 5), which in itself is a pretty good endorsement of our reliability, because these publications guaranteed their subscribers against loss through any advertisement printed in their columns.

In addition to the above we personally hereby guarantee that you will be satisfied with whatever you purchase from us. This is the kind of a guarantee that beats all the "30 day trial" offers ever made. We make you the judge of Brown Fence quality and you can take YOUR OWN TIME for the trial. You know you can't tell much about a fence in 30 days, and we know it too. That is why we do not limit you to any set number of days, weeks, or months in which to decide whether or not Brown Fence is satisfactory to you.

Here is my hand on it.

Jim Brown

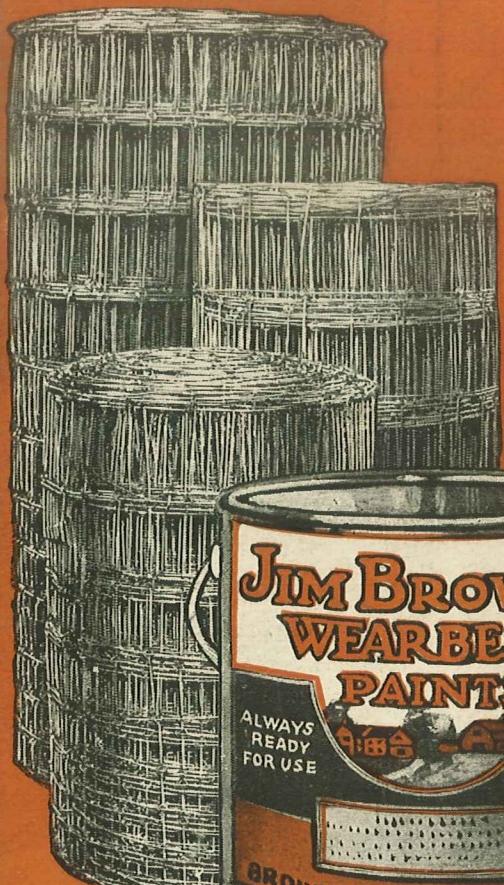
DIRECT FROM
FACTORY
TO YOU

WE PAY
THE
FREIGHT

Jim Brown's Name

Stands For
Highest Quality

—
Jim Brown's Prices
Speak For
Themselves



The BROWN FENCE and WIRE COMPANY
CLEVELAND OHIO